



Performance Management

Data Driven Management

Motivational effect of the goal

Data driven vs Micromanagement

Performance Management

Micromanagement

Short term view

Unfounded decisions

Looks at numbers individually

Focussed on underperformance

Focussed solely on quantity

Uses data to control

Data driven Management

Looks for trends

Considers not concludes

Considers ratios

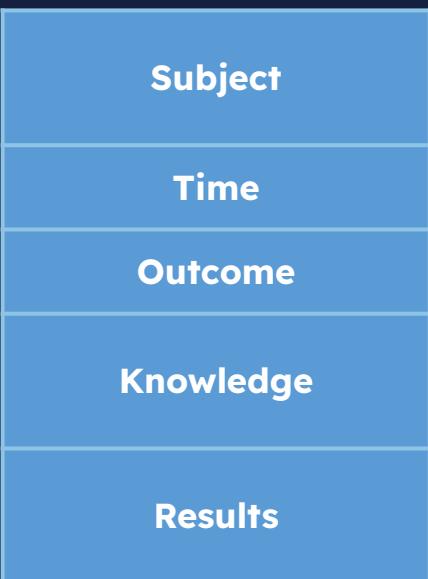
Analyses under & over

Considers quantity & quality

Uses data to empower

VS

Stoker Model



How to support

