



Performance Management

Performance Reviews

The Value of Performance Reviews

Motivate

Inspire

Enhance
Vision

Celebrate
Wins

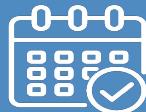
Messagin
g of
Initiatives

Strategise



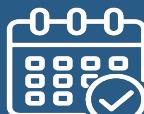
Performance Reviews

Previous month



- Current Billing Performance – monthly and year to date
- Performance of Key Objectives
- KPI performance against goal
- Self-Evaluation
- TL Evaluation

Next month



- Billing Target For Next Month
- Review Pipeline & Late Stages
- KPI's For Next Month
- How they are going to achieve those targets
- Their key objectives
- What help or support they need to help achieve their targets