



Performance Management

Performance Reviews

The Value of Performance Reviews

Motivate

Inspire

Enhance
Vision

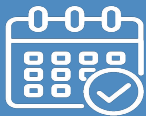
Celebrate
Wins

Messaging
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