Practical Performance Measurement: Using the PuMP Blueprint for Fast, Easy and Engaging KPIs

By Stacey Barr

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We all struggle to meaningfully measure performance. That's what author Stacey Barr observed from many thousands of her readers and clients over the last 15 years. The most common struggles that executives, managers, and strategy and performance professionals have in measuring performance include measuring intangible goals, finding meaningful measures, and getting buy-in for reporting and using measures. We struggle because we have bad habits. The struggles we have with measuring performance are always associated with a common set of practices. These practices have become bad habits. But when they are replaced with the techniques and templates of the PuMP Blueprint, the struggles ease. Make measuring performance faster, easier and more engaging. The PuMP Blueprint makes performance measurement faster by helping you get it right the first time, not spending years measuring useless things. It makes it easier by giving you detailed how-to steps deliberately designed to solve those common struggles. It makes it more engaging by involving people and their ideas and decisions, not just seeking their sign-off. PuMP helps you build a performance measurement process that truly improves performance.

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