

JOB SCORECARD

ROLE:	JOB PURPOSE:
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KEY RESULTS (Lagging)	Green +	Green	Yellow	Red
1.				
2.				
3.				
<i>Example: Annual New Revenue from Signed Contracts</i>	\$2,000,000	\$1,500,000	\$1,250,000	< \$1,000,000



KEY PERFORMANCE INDICATORS (Leading)	Green +	Green	Yellow	Red
1.				
2.				
3.				
<i>Example: Annual New Revenue from Signed Contracts</i>	\$2,000,000	\$1,500,000	\$1,250,000	< \$1,000,000

SKILLS (Capabilities Critical to the Position)
1.
2.
3.
4.
5.
<i>Example: Ability to build deep relationships with prospective clients.</i>

RESPONSIBILITIES (Non-Negotiable Black & White Activities)
1.
2.
3.
4.
5.
<i>Example: Expense reports accurately completed and submitted with proper receipt documentation by the last day of each month.</i>

COMPANY CORE VALUES
1.
2.
3.
4.
5.



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