

# KPI

Key Performance Indicators (KPI) are the outcomes you need to measure that have the most impact moving your organization toward its vision of success. Great plans have 5-7 KPIs.



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## Questions to Ask

What is your desired outcome?

How does this outcome help achieve your vision of success?

How will you know you've achieved your outcome?

Is this a leading indicator of performance, or a lagging indicator of performance?

## Anatomy of a KPI

**KPI: 1,000 New Customers by the End of FY2020**

Data Source: CRM System

Frequency: Monthly

Owner: VP of Sales

1,000 New Customers

Quantifiable Target

By the End of FY2020

Timeframe for Accomplishment

CRM System

Data Source

Monthly

Reporting Frequency



## Did You Get It Right?



Do you have 5-7 goals with metrics that are **essential** to achieving your vision of success?



Do you have a combination of leading and lagging indicators?



Is the measure and target for each clear enough to stand on its own?



It can be measured and tracked at least monthly?

# Key Indicators For Family Planning Projects

**Rodolfo A. Bulatao**



## **Key Indicators For Family Planning Projects:**

**Key Indicators for Family Planning Projects** Rodolfo A. Bulatao, 1995-01-01 World Bank Discussion Paper No 304 Presents development projects as instruments of policy reform and institutional change Analyzes the global factors underlying the growing demand for institutional reform and describes why such reform is readily achieved through multilateral cooperation

*Evaluating Health Projects* Susan Stout, 1997-01-01 This book explores the wave of decentralization that has swept through Latin America and the projected institutional changes within the governments in the region Although it notes the ways in which decentralization implies a critique of past governing patterns the emphasis is on such potential consequences of governmental change as the strengthening of democratic participation in government and the improvement of local public service The book draws upon institutional experiments carried out at the state level to examine which decentralization strategies work best in Latin America It is organized around three major requirements for the success of decentralization Establishing the national fiscal framework Moving government closer to the people Improving municipal service delivery Tables illustrate the shift of revenues and expenditures from central authorities to intermediate levels of government

Targets and Indicators in World Bank Population Projects George Benedict Baldwin, 1992 The Bank should strengthen its use of international comparisons and trend analysis rather than increasing its use of target setting the use of demographic and health surveys should be the rule not the exception in Bank population and health projects and more attention should be given to program level than to project level performance

*Toolkits* Louisa Gosling, Mike Edwards, 2003 Toolkits is divided into three sections underlying principles practical questions and tools This new edition brings these up to date and discusses the implications of adopting a human rights approach to development and the increased emphasis on partnership There are new chapters on impact assessment and monitoring and evaluating advocacy as well as two new tools one for improving your planning evaluation and impact assessment and one for stakeholder analysis

Logistics' Contributions to Better Health in Developing Countries Carolyn Hart, 2017-07-05 This title was first published in 2003 This volume comprises of the best practices learned and promoted by the Family Planning Logistics Management FPLM project set up in 1986

**Poverty Reduction and the World Bank**, 2000-01-01 Improvements in social indicators have been substantial over the past 25 years but they have not been the same for those at the top and bottom of the distribution In fact the social indicators for those at the bottom have worsened in some cases substantially This annual publication reports on World Bank activities in fiscal year 1999 and provides an overview of what the Bank is doing to help countries face the challenge of reducing poverty It also looks at the future of Bank assistance at the national global and community levels Action on these three fronts represents the beginnings of a new strategic direction to be formulated in an implementation note after discussion of the World Development Report 2000 2001 on poverty is complete This new strategic direction includes a major program of knowledge sharing dissemination training and informed debate centered around the World

Development Report and the Poverty Reduction Strategy Sourcebook **Improving Health Sector Performance** Hossein Jalilian, Vicheth Sen, 2011 There is growing international evidence that the effectiveness of health services stems primarily from the extent to which the incentives facing providers and consumers are aligned with better health objectives Efficiency in health service provision requires that providers and consumers have incentives to use healthcare resources in ways that generate the maximum health gains Equity in at least one sense requires that consumers requiring the same care are treated equally irrespective of their ability to pay Efficiency in the use of health services requires that consumers are knowledgeable about the services on offer and which are most appropriate to their needs The papers in this volume are selected from an international conference organised by the CDRI Cambodia that tried to deal with some of these issues With participation of international and local experts it aimed at collecting major experiences and innovative solutions from inside and outside the country to improve health sector performance with particular focus on institutions motivations and incentives

**RethinkHIV** Bjørn Lomborg, 2012-10-18 Thirty years after the identification of the disease that became known as AIDS humanitarian organizations warn that the fight against HIV AIDS has slowed amid a funding shortfall and donor fatigue In this book Bjørn Lomborg brings together research by world class specialist authors a foreword by UNAIDS founding director Peter Piot and perspectives from Nobel Laureates and African civil society leaders to identify the most effective ways to tackle the pandemic across sub Saharan Africa There remains an alarming lack of high quality data evaluating responses to HIV We still know too little about what works where and how to replicate our successes This book offers the first comprehensive attempt by teams of authors to analyze HIV AIDS policy choices using cost benefit analysis across six major topics This approach provides a provocative fresh look at the best ways to scale up the fight against this killer epidemic

*Compendium of HHS Evaluations and Relevant Other Studies*, 1990 **Compendium of HHS Evaluations and Relevant Other Studies** HHS Policy Information Center (U.S.), 1990 **Combining the Quantitative and Qualitative Approaches to Poverty Measurement and Analysis** Soniya Carvalho, Howard White, 1997-01-01 This study examines the impact of paddy irrigation investments operations and maintenance in Myanmar Thailand and Vietnam as well as the conclusions of a performance audit of flood control schemes at three sites in Bangladesh Findings from the review contradict the dominant model for government operated gravity fed irrigation schemes in the humid tropics The irrigation schemes are performing less well than expected at appraisal mainly because of falling paddy prices overoptimism about the crop area served and project design faults Results emphasize the value of co production involving pragmatic approaches to operation and maintenance under which public irrigation agencies local authorities and farmers work together to address specific problems and strengthen appropriate incentives **Foreign Operations, Export Financing, and Related Programs Appropriations for 2000** United States. Congress. House. Committee on Appropriations. Subcommittee on Foreign Operations, Export Financing, and Related Programs, 1999 *State, Foreign Operations, and Related Programs*

*Appropriations for 2017* United States. Congress. House. Committee on Appropriations. Subcommittee on State, Foreign Operations, and Related Programs, 2016      Improving Family Planning Evaluation José García-Núñez, 1992 Evaluation techniques to forecast strengths and weaknesses when how and who should conduct evaluations      *Departments of Commerce, Justice, and State, the Judiciary, and Related Agencies Appropriations for 1993* United States. Congress. House. Committee on Appropriations. Subcommittee on the Departments of Commerce, Justice, and State, the Judiciary, and Related Agencies, 1992      AID's Experience with Contraceptive Social Marketing Annette L. Binnendijk, 1986      Historical Dictionary of the World Bank Sarah Tenney, Anne C. Salda, 2013-10-30 When it was founded back in 1944 no one could possibly have foreseen how the World Bank known more formally as the International Bank for Reconstruction and Development IBRD would flourish Today with 188 members it is by far the largest lender for projects in agriculture health infrastructure and many other fields in developing countries around the world with a budget of billions of dollars and a staff of more than 9 000 and its advice is usually heeded by both the developing countries which borrow from it and the advanced ones which contribute This second edition of the Historical Dictionary of the World Bank shows the substantial progress the Bank has made this mainly through the dictionary section with concise entries on its component institutions related organizations its achievements in various fields some of the major projects and member countries and its various presidents The introduction explains how the Bank works while the chronology traces the major events over nearly 70 years Meanwhile the list of acronyms reminds us just who the main players are And the bibliography directs readers to useful internal documentation and outside studies      **The Niger Household Energy Project** Gerald Foley, 1997-01-01 World Bank Discussion Paper No 360 Over the last two decades banking systems in Latin America have been subject to considerable banking distress and numerous crises This conference looked at proposals for preventing such episodes The discussions covered the genesis and implications of deposit insurance cum fractional reserve requirements the experience with market based regulations in Chile and in New Zealand and the narrow banking proposal 100 percent reserves on demand deposits with a discussion of how Argentina s path towards this type of banking system helped this country weather its 1995 banking crisis Contributors include central bank presidents Argentina Chile Costa Rica and Nicaragua and directors Colombia heads of regulatory agencies and banking centers Bolivia and Mexico rating agencies Brazil private bankers World Bank economists and academics      Government Reports Announcements & Index , 1996      *Changes in the Wage Structure During Economic Transition in Central and Eastern Europe* Jan J. Rutkowski, 1996-01-01 World Bank Technical Paper No 336 Presents the results of consultative surveys undertaken in 36 rural and urban communities across Nigeria The study examines the effectiveness and accountability of local institutions in local decisionmaking and participation as well as some common limitations such as the narrowness of membership and goals and their limited technical and managerial capacities

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