

**USING PERFORMANCE MEASURES**  
**WORKBOOK**

# EXISTING INDICATOR DATA

Use this template to capture your assess your existing indicators.

Item of INDICATOR DATA	Relates to an output or outcome?	Usefulness to your organization? (H, M, L)
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		

# SUGGESTED INDICATORS

Use this template to state your intended outcomes, identify whether an indicator or metric will work best, and set our your indicator.

<b>STATED OUTCOME (Customer, Financial, Operational, Social)</b>	<b>Indicator or Metric?</b>	<b>Definition of Indicator or Metric</b>
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		
9.		
10.		

# ORGANIZING INDICATORS

Use this template to map the types of performance measures and indicators or metrics you already have in place or might be planning to use.

	Customer Value	Financial Value	Operational Value	Social Value
SELF-DEFINED INDICATOR				
MANDATORY INDICATOR				
STANDARDIZED INDICATOR				

# MONETIZING OUTCOMES

Use this template to identify monetary indicators step-by-step.

OUTCOMES	FISCAL BENEFITS	ECONOMIC BENEFITS	SOCIAL BENEFITS	POTENTIAL PROXIES
Outcome A				
Outcome B				
Outcome C				