

Team Exercise

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<u>KPI's (Key Performance Metrics)</u>		Frequency (Weekly, Monthly, Quarterly)		Trends Over Time
1. Gross Margin				
2. Net Profit				
3. Recruiter Metrics				
a.				
b.				
c.				
d.				
4. Sales Metrics				
a.				
b.				
c.				
d.				
5. Non-Numeric Metrics				
a. Staff Morale				
b. Client Satisfaction				
c.				
d.				
e.				

Notes:

