

## Evidence-Based Leadership

How to create a high-performance culture and measurable success.



## End your performance measurement struggles, once and for all.

*The Eight-week PuMP® Blueprint Pilot Project* employs research-based, field-tested step-by-step techniques to overcome the most common struggles people face in trying to meaningfully measure what matters. Stacey Barr's research shows that the most common of these struggles are:

1. **Measuring a strategy that seems immeasurable** and is filled with vague words like efficient, effective, sustainable, quality, reliability and productive (and other intangible concepts)
2. **Finding good performance measures** that meaningfully track results, not activity
3. **Engaging people** in measurement, so they buy-in and own their measures instead of measuring just the easy things or avoiding measures altogether
4. **Aligning performance measures to strategy** so only the important things are measured, and everyone has that "line of sight" from their work to the purpose and priorities of the organization
5. **Getting decision-makers to use performance measures** to inform their decisions about the highest leverage ways to improve organizational performance

## Replace those struggles with practical, engaging and proven techniques.

The PuMP® Blueprint was designed deliberately to target these struggles (and more) and put an end to them. These struggles disappear when people use this methodology of very practical, systematic and engaging techniques:

### The PuMP® Performance Measure Blueprint

