



THE METRIC MICROSCOPE

Manager Discussion Agenda

RESOURCES

- The Metric Microscope: How to Use This Tool
- The Metric Microscope Worksheet
- The Metric Microscope Example: Levels of Business Results
- The Metric Microscope Manager Discussion Agenda

AGENDA

1. Discuss the following:
 - a. The definition of Relevant Business Results.

The bottom-line metrics, connected to the organization's core mission, that your efforts influence.
 - b. The Four Criteria.
 - i. Connection
 - Do the metrics I'm producing feed into those metrics that executives care about?
 - ii. Influence
 - Which business results do I have a noticeable influence on?
 - iii. Data Access
 - Is there accessible data on these results?
 - iv. Trends
 - Am I collecting results data at the frequency that allows me to see relevant trends?
2. Review the complete list of proposed Relevant Business Results.
 - a. Share the results you prepared on *The Metric Microscope Worksheet*.
 - b. Focus on why you chose each Relevant Business Result.

3. Evaluate each of the proposed Relevant Business Results.
 - a. Refer to the four criteria.
 - b. Choose to keep, modify, delete, or replace each Relevant Business Result on the list.
4. Determine how to monitor the finalized list of Relevant Business Results.
 - a. Decide how you, the employee, will get access to the results.
 - b. Agree on the frequency at which results will be shared.