Whose Goal is That?

Use this worksheet to practice goal cascading. Fill in the missing job titles, objectives, and key results using the options in the answer bank below. When you're done, you can check your work using the answer key attached to the lecture on Udemy.

CEO

Objective: Increase number of monthly active users outside United States.

Key Results:
- Build global web presence
- Increase revenue from outside of US by 15%

VP of _____

Objective: _____

_____

Key Results:

1. _____

2. _____

VP of _____

Objective: _____

_____

Key Results:

1. _____

2. _____

WORD BANK

Increase non-US sales pipeline by 30%	Localize pricing for 3 major markets	Build auto-translation feature for 10 major languages	Product
Build global web presence	Increase revenue from outside of US by 15%	Sales	Launch 3 localized versions of the website

Whose Goal is That?

Chief People Officer

Objective: Be an employer of choice.

Key Results:
- Attract and retain top talent
- Improve employee engagement survey scores

Director of _____

Objective: _____

Key Results:

1. _____

2. _____

Director of _____

Objective: _____

Key Results:

1. _____

2. _____

Instructional Designer

Objective: _____
_____

Program Manager

Objective: _____
_____

Senior Recruiter

Objective: _____
_____

Recruiting Coordinator

Objective: _____
_____

WORD BANK

Attract top talent	Fill 90% of open roles	Host 5 recruiting events	Recruiting
80% manager attendance in training program	Learning & Development	Launch 3 new skills trainings	80% manager attendance in training program
Fill 90% of open roles	Launch 3 new skills trainings	Host 5 recruiting events	Retain top talent