Employee Name : Ayush PrabhakarManager's Name : Ayush Prabhakar

Goalsheet Approval Date: 22-Dec-2016

KRA Category : Customer KRA Weightage : 20 _

Key Performance Indicator (KPI) description	Unit	KPI Weightage	Value	(1) Unsatisfactory Performance	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance
RIVEVING OLD CUSTOMERS	Text			3	4	10	15	20
developing new customers	Text			2	3	4	5	6

KRA Category : Business KRA Weightage : 40 _

Key	Unit	KPI Weightage	Value	(1)	(2)	(3)	(4)	(5)
Performance				Unsatisfactory	Needs	Good Solid	Superior	Outstanding
Indicator (KPI)				Performance	Improvement	Performance	Performance	Performance
description								
ACHIEVENING SALES TARGET OF 15000 MT FOR GLYCERINE				8000 MT	10000 MT	15000 MT	15900 MT	19500 MT

KRA Category : People KRA Weightage : 20 _

Key Performance Indicator (KPI)	Unit	KPI Weightage	Value	(1) Unsatisfactory Performance	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance
description ATTENDING TRAINING	Text			1	2	3	4	5

KRA Category : Process KRA Weightage : 20 _

Key Performance Indicator (KPI) description	Unit	KPI Weightage	Value	(1) Unsatisfactory Performance	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance
REDUCING AVERAGE DEBTORS OVERDUE DAYS	Text			5 DAYS	10 DAYS	15 DAYS	20 DAYS	25 DAYS