Employee Name : Akshay VirkarManager's Name : Akshay Virkar

Goalsheet Approval Date: 05-Dec-2016

KRA Category : People 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
	Text			1	2	3	4	5

KRA Category : Business KRA Weightage : 20 _

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								
Number of New Product	Text			1	2	3	4	5
Launch								

KRA Category : Business KRA Weightage : 20 _

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								
Sales Volume	Text			100	200	480	600	700

KRA Category : Customer KRA Weightage : 20 _

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								
Number of New Product	Text			1	2	3	4	5
Orders								

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
Number of Market Study Reports to be generated	Text			2	3	4	5	6