Employee Name : Jayesh Menon Manager's Name : Jayesh Menon Goalsheet Of Year: 2017-2018

**KRA Category : Customer** 

Key Performance Indicator (KPI) description	Unit	KPI Weightage	Value	(1) Unsatisfactor y Performance	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance	Midyear Review Status	Employee Comments
eeeeeeeeeee	Units		3	< 2.07	2.1 to 2.85	2.88 to 3.15	3.18 to 3.87	4.17	On Track	hhhhhhhhhhhhhh hhhhhhhhhh
cccccccccccccc	Weight		3	< 2.07	2.1 to 2.85	2.88 to 3.15	3.18 to 3.87	4.17	Nearing Completion	44444444444444444444444444444444444444

**KRA Category : Process** KRA Weightage: 15 KRA Description : fdgdfg

Key Performance Indicator (KPI) description	Unit	KPI Weightage	Value	(1) Unsatisfactor y Performance	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance	Midyear Review Status	Employee Comments
dfg	Units		2	< 1.38	1.4 to 1.9	1.92 to 2.1	2.12 to 2.58	2.78	Nearing Completion	55555555555555
df	Weight		3	< 2.07	2.1 to 2.85	2.88 to 3.15	3.18 to 3.87	4.17	Nearing Completion	66666666666666666666666666666666666666

KRA Category : Process KRA Weightage : 15 KRA Description : ggggggggggggggggggggg

Key Performance Indicator (KPI) description	Unit Value	KPI Weightage	Value 8	Performance		(3) Good Solid Performance 7.68 to 8.4	(4) Superior Performance 8.48 to 10.32	(5) Outstanding Performance	Midyear Review Status	Employee Comments
nnnnnnnnnnnnnnnnnnnnnnnnnnnnnnnnnnnnnn	Weight		5	< 3.45	3.5 to 4.75	4.8 to 5.25	5.3 to 6.45	6.95		

Key Performan Indicator (KPI) description	KPI Weightage	Value	(1) Unsatisfactor y Performance	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance	Midyear Review Status	Employee Comments

KRA Category : Customer KRA Weightage : 15 KRA Description : aaaaaaaaaaaaaaaa

Key Performance Indicator (KPI) description	Unit	KPI Weightage	Value	(1) Unsatisfactor y Performance	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance	Midyear Review Status	Employee Comments
аааааааа	Weight		1	< 0.69	0.7 to 0.95	0.96 to 1.05	1.06 to 1.29	1.39	Nearing Completion	77777777777777 77777
bbbbbbbbbbbbbbbbbbbbbbbbbbbbbbbbbbbbbb	Units		5	< 3.45	3.5 to 4.75	4.8 to 5.25	5.3 to 6.45	6.95	Nearing Completion	88888888888888 8

Key Performance Indicator	Unit	KPI Weightage	Value		(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance	Midyear Review Status	Employee Comments
(KPI) description	Units		4	Performance < 2.76	2.8 to 3.8	3.84 to 4.2	4.24 to 5.16	5.56		
***************************************	Value		3	< 2.07	2.1 to 2.85	2.88 to 3.15	3.18 to 3.87	4.17		

Key Performance Indicator (KPI)	Unit	KPI Weightage	Value	(1) Unsatisfactor y Performance	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance	Midyear Review Status	Employee Comments
description aaaaaaaaaaaaaaaaaaaaaaaaaaaaaaaaaaaa	Units	30	87.62	< 60.46	61.33 to 83.24	84.12 to 92	92.88 to 113.03	121.79	On Track	NA
bbbbbbbbbbbbbbbbbbbbbbbbbbbbbbbbbbbbbbb	Text			2500.10/12.52	NIL	0/0	48.260radian	360}	Needs Attention	NA

KRA Category : Business KRA Weightage : 25 KRA Description : Goal Setting and IDP Guidelines

Key Performance Indicator (KPI) description	Unit	KPI Weightage	Value	(1) Unsatisfactor y Performance	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance	Midyear Review Status	Employee Comments
Minimum 4 goals (KRAs) and Maximum 5	Units	30	87.62	< 60.46	61.33 to 83.24	84.12 to 92	92.88 to 113.03	121.79	On Track	141414141414141 41414
Old private-sector banks	Text			2500.10/12.52	NIL	0/0	48.260radian	360}	Needs Attention	151515151515151 5151515

KRA Category : Process KRA Weightage : 30 KRA Description : Guidelines for Goal Setting

Key Performance Indicator (KPI) description	Unit	KPI Weightage	Value	(1) Unsatisfactor y Performance	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance	Midyear Review Status	Employee Comments
Four categories of goals (KRAs) – Business, Customer, Process, People one repeated if 5 KRAs are chosen	Weight		154.23	< 106.42	107.96 to 146.52	148.06 to 161.94	163.48 to 198.96	214.38	Nearing Completion	99999999999999999999999999999999999999
Shared goal is not a separate category but is mentioned in either of the categories listed above	Value		99.45	< 68.62	69.62 to 94.48	95.47 to 104.42	105.42 to 128.29	138.24	Completed	101010101010101 0101010
Axis Bank	Date			07/Jun/2017	12/Jul/2017	18/Aug/2017	19/Oct/2017	21/Dec/2017	Needs Attention	1111111111111111 11111

KRA Category : Process KRA Weightage : 20 KRA Description : Products and services

Key Performance Indicator	Unit	KPI Weightage	Value	(1) Unsatisfactor y	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance	Midyear Review Status	Employee Comments
(KPI)				Performance						
description  HDFC Bank merged with Times Bank in February 2000. This was the	Text			The private sector banks are split into two groups	\$^gta\$#vice_city +	by financial regulators in India, old and new.	Nil	3.4422	Needs Attention	191919191919191 9191919191919
first merger of two private banks in the New Generation Private Sector Banks										
category.[15] In 2008, Centurion Bank was acquired by HDFC Bank. HDFC Bank Board approved the acquisition of										
CBoP for 95.1 billion INR in one of the largest mergers in the financial sector in India.[16]										
The equity shares of HDFC Bank are listed on Bombay Stock Exchange and the National Stock Exchange of	Days			21	14	7	5	2.20	Needs Attention	202020202020202
India. Its American Depository Shares are listed on NYSE and the Global depository receipt are listed on the										
Luxembourg Stock Exchange where two GDRs represent one equity share of HDFC Bank										
The private-sector banks in India represent part of the Indian banking sector that is made up of private and public sector banks.The "private- sector banks" are	Ratio			6:7	74:9	100:5	89:10	4:7	Needs Attention	2121212121212 12121
banks where greater parts of share or equity are not held by the government but by private share holders.	Unite		00.00		69.99 to 94.99	95.99 to 104.99	105.99 to 128.99	420.00	On Track	22222222222222
Banking in India has been dominated by public sector banks (since the 1969) when all major banks were	Units		99.99	< 68.99	69.99 (0 94.99	95.99 (0 104.99	105.99 to 126.99	138.99	On Hack	2
nationalised by the Indian government. However, since liberalisation in government banking policy in the 1990s, old and new private sector										
banks have re- emerged. They have grown faster & bigger over the two decades since liberalisation using the latest										
technology, providing contemporary innovations and monetary tools and techniques.				00.00			407.00	400.00	No. 1-Ac. 2	
The Nedungadi Bank was the first private sector bank in India which was founded in 1899 by Rao Bahadur T.M. (Thalakodi	Weight		99.99	< 68.99	69.99 to 94.99	95.99 to 104.99	105.99 to 128.99	138.99	Needs Attention	23232323232323 32323
Madathil) Appu Nedungadi in Kozhikode, Kerala.										

KRA Category : People KRA Weightage : 25

KRA Description: HDFC Bank:: HDFC (housing development financial corporation) Bank Limited is an Indian banking and financial services company headquartered in Mumbai, Maharashtra. It has 84,325 employees[6] and has a presence in Bahrain, Hong Kong and Dubai.[7] HDFC Bank is India's largest private sector lender by assets.[8] It is the largest bank in India by market capitalization as of February 2016.[9] It was ranked 69th in 2016 BrandZ Top 100 Most Valuable Global Brands.[10]

Key Performance Indicator (KPI)	Unit	KPI Weightage	Value	(1) Unsatisfactor y Performance	(2) Needs Improvement	(3) Good Solid Performance	(4) Superior Performance	(5) Outstanding Performance	Midyear Review Status	Employee Comments
description In 1994 HDFC Bank was incorporated, with its registered office in Mumbal, India. Its first corporate office and a full service branch at Sandoz House, Worli was inaugurated by the then Union Finance Minister, Manmohan Singh. As of June 30, 2017, the Bank's distribution network was at 4,727 branches and 12,220 ATMs across 2,666 cities	Date	20		09/May/2017	06/Jul/2017	10/Aug/2017	24/Oct/2017	14/Mar/2018	Nearing Completion	1616161616161 6161616
/ towns [11] HDFC Bank provides a number of products and services which includes Wholesale banking, Retail banking, Treasury, Auto (car) Loans, Two Wheeler Loans, Personal loans, Loan Against Property and Credit Cards, [12]	Percentage			48.362	85	66.40	145.005	69.96	Completed	1717171717171 717171717
The latest entry in the league is 'Project Alf. [13] under which HDFC Bank, over the next few weeks, would deploy robots at select bank branches. These robots will offer options such as cash withdrawal or deposit, forex, fixed deposits and demat services displaying on the screen to persons coming into the branch. [14]	Text			%&GF++G @\$	na	N>A	HDFC Bank merged with Times Bank in February 2000.	24/07/2015	On Track	1818181818181 818181818181818 18

## 123456

Individual Development Plan (WI.CHR.03 F.NO. 1)

Employee Name	Manager's name	Employee ID	Year
Jayesh Menon	Jayesh Menon	123456	2017-2018

Please discuss your strengths and work related weaknesses with your manager and identify your training needs. Your development will happen through the following ways:

## Part A: Development through Instructor led training in Classroom

No	Name of program	Faculty	Days	Please explain why the training is needed	Status	
1	Training on ISO 9001 & 15000 **	ASHOKRAO PATIL	1			undefined
2	Environment Health and Safety *	Sunil Katekari	1			
3	Prevention of Sexual Harassment *		1			
4	Effective Communication Skills	Prasanna Purushothaman	1			
5	Getting Things Done	Prasanna Purushothaman	1			
6	The Super Manager	Amit Sanas	2			
7	Six Thinking Hats		1			
8	Art of Charm	Anant Pednekar	1			

<sup>\*</sup>Mandatory for all employees to attend this program

If you need a program that is not mentioned above, please use the space below. Please note this program may be offered if at least 20 people request for it.

No	Topics required	No. of Days	Internal faculty name	<b>Employee Comments</b>
1				NA
2				

Note: Part B and Part C are to be filled by only AGM and above employees.

## Part B: Development through developmental relationships

No	Relationship	Name of leader	Number of Meetings planned	Target date	Program Status	Employee Comments
1	Coaching through leader in own function for functional inputs				Select	kljjjjjjjjjjjjjjjjjjjjjjjjjjjjjjjjjjjj
2	Mentoring through leader in own function				Select	tyyyyyyyyyyyyy yyyyyyyyyyyyyy yyyyyyyyy

<sup>\*\*</sup>Mandatory for employees working at locations covered by the certifications

inputs inputs							
Part C: Development through action learn	ning projects						
Project Title							
Review date							
Target end date							
Project scope							
Project exclusions							
<b>Project deliverables</b> (Target at rating 3: goo	od solid performan	ce)					
What is the employee expected to learn fr	om this project						
Reviewer(s) name							
Project Comments							
Project Status			On Tracl	<			
<b>Project Status Comments</b>							
Question	Employacia	Commo	nto		Mono	ger's Comments	
1) What went well in the last quarter?	Employee's	Comme	1115		ivialia	yer a comments	
2) What could have been better?	SSSSSS				-		
What could have been better?     What support or resource you require	SSSS				-		
3) What support of resource you require	e? ssss						

yyyyi

for **behavioural**