

## Objective Result Example

A simple objective result corresponds to the example objective plan.

<b>Objective Result</b>		
<b>Objectives Plan Id</b>	3001	
<b>Plan Date</b>	2005-08-17	
<b>Prepared By</b>	Bob Mangler	
<b>Appraisal Subject</b>	Sam Smith	
<b>Reason Code</b>	scheduled	
<b>Schedule Type</b>	annual	
<b>Overall Rating</b>	4.94	
<b>Objective Group Name</b>	Hong Kong Sales Office	
<b>Identifier</b>	3001.1	
<b>Description</b>	Establish a sales office and make it productive	
<b>Weight</b>	25	
<b>Target Date</b>	2006-08-17	
<b>Objective Status</b>	Complete	
<b>Objective Status Date</b>	2006-08-17	
<b>Score</b>	4.75	
<b>Comments</b>	Great job. Office is off to a good start. Lease and hiring costs came in over budget. Need to work to control costs.	
	<b>Objective Name</b>	Locate and Lease Office
	<b>Identifier</b>	3001.2
	<b>Description</b>	1. Develop requirements for location, size, etc. 2. Work with appropriate corporate resources (legal, finance, marketing) and local resources to secure office space. 3. Work within established budget.
	<b>Weight</b>	15
	<b>Target Date</b>	2006-01-01
	<b>Objective Status</b>	Complete
	<b>Objective Status Date</b>	2006-01-01
	<b>Score</b>	3.8
	<b>Comments</b>	Lease, broker costs came in considerably over budget.
	<b>Objective Name</b>	Staff Office
	<b>Identifier</b>	3001.3
	<b>Description</b>	Hire Sales Mgr., Admin, and First Rep.
	<b>Weight</b>	15
	<b>Target Date</b>	2006-02-01
	<b>Objective Status</b>	Complete
	<b>Objective Status Date</b>	2006-02-01
	<b>Score</b>	4.5
	<b>Comments</b>	Good job. Sales manager was a great find, though the negotiated pay package put you over budget.
	<b>Objective Name</b>	Hong Kong Office Sales Target
	<b>Identifier</b>	3001.4
	<b>Description</b>	Work with local office to ensure they meet their partial-year sales target.

**Weight** 70  
**Target Date** 2006-08-17  
**Metric Name** Revenue from Hong Kong Office Sales  
**Metric Value** 1250000

**Objective Status** Complete  
**Objective Status Date** 2006-08-17  
**Result Against Metric** 1954000  
**Score** 5.0  
**Comments** Congratulations for making your number! The Hong Kong office is off to a great start!

**Objective Name** Asia-Pacific Region Sales  
**Identifier** 3001.5  
**Description** Manage Asia-Pacific sales operations to meet regional sales target.  
**Weight** 75  
**Target Date** 2006-08-17  
**Metric Name** Revenue form Asia-Pacific Region Sales  
**Metric Value** 45000000

**Objective Status** Complete  
**Objective Status Date** 2006-08-17  
**Result Against Metric** 49131000  
**Score** 5.0  
**Comments** Congratulations to you and the Asia-Pacific Region team!