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What I didn't understand at the time is that you need to use a deliberate process for developing KPIs, based on the intended results within your strategy. And like any other process, KPI development requires continuous improvement discipline and focus to get better.

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Ultimate Guide to Enterprise KPIs. Building KPIs is hard and has lots of hidden traps. That's why I developed a bullet-proof seven step method for larger organisations to develop the right selection of KPIs to achieve their business goals. This method is called the ROKS Enterprise™ approach. ROKS stands for Results-Orientated KPI System.

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