

FOR IMMEDIATE RELEASE

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"With this book, David Parmenter has clearly established himself as the King of KPIs. Everything you need to master and implement a KPI-driven strategy is here."

—Harry Mills, author of *The Rainmaker's Toolkit*

KEY PERFORMANCE INDICATORS

Developing, Implementing, and Using Winning KPIs

Key Performance Indicators (KPIs) represent a set of measures focusing on aspects of organizational performance that are the most critical for the success of an organization. They help companies define and measure progress toward organizational goals. Unfortunately, many companies are working with the wrong measures, many of which are incorrectly termed key performance indicators, and very few organizations really monitor their true KPIs. **KEY PERFORMANCE INDICATORS: DEVELOPING, IMPLEMENTING, AND USING WINNING KPIs** (John Wiley & Sons; January 2007; \$45.00) provides a practical, step-by-step model to simplify the complex areas of KPIs and help organizations avoid the common pitfalls. This book is possibly the missing link between Kaplan and Norton's work and successful balance scorecards that can transform an organization.

Once an organization has defined its mission and vision, identified its strategic goals, and short listed its critical success factors, it needs a way to measure progress toward these objectives. Key Performance Indicators are the only tool that can link day-to-day activities occurring at the workplace to the organization's strategic objectives. Written by performance expert David Parmenter, the book shares his in-depth understanding of "winning KPIs" and provides guidance on how to effectively and successfully implement KPIs in an organization in only sixteen weeks. **KEY PERFORMANCE INDICATORS** is divided into seven parts and includes:

- Breaking performance measures into key result indicators, performance indicators, and winning KPIs
- The four foundation stones for implementing KPIs
- A 12-step model and the guidelines for how to use the model
- KPI resource kit with useful tools for gathering information including questionnaires, worksheets, and checklists
- Over 500 performance measures
- Templates for reporting performance measures
- A facilitator's resource kit

Rarely new to the organization, most KPIs have either not been recognized or were “gathering dust” somewhere unknown to the current management team. **KEY PERFORMANCE INDICATORS** provides organizations, business leaders, writers, accountants, and consultants the tools necessary to identify and measure the aspects of organizational performance that are the most critical for the current and future success of the organization.

ADVANCED PRAISE FOR KEY PERFORMANCE INDICATORS

"Developing the right KPIs is a problem for most organizations. David Parmenter's insightful approach offers a practical guide that will help managers to overcome these problems and turn concepts into reality in a timely way."

—Jeremy Hope, cofounder and Director of the Beyond Budgeting Round Table,
and author of *Reinventing the CFO*

"Many organizations have struggled to match their balanced scorecard vision with actual implementation success. This book may well be the missing link. By distilling the process into twelve logical steps and by providing checklists and worksheets for each step, David Parmenter reduces the whole endeavor into attainable proportions. He also helps instill the confidence that senior leaders and managers need to both take on the task and see it to fruition."

—Sam Sheikh, Editor,
Scorecard and Performance Management, (2001 to 2006) BetterManagement.com

ABOUT THE AUTHOR:

DAVID PARMENTER is the CEO and Managing Director of Waymark Solutions (www.waymark.co.nz). For the last ten years, he has specialized in assisting organizations to measure, report, and improve their performance. He has an in-depth understanding of "winning KPIs" and how an organization can implement a balanced scorecard in sixteen weeks. Parmenter has worked with many corporate service functions in Europe and New Zealand to adopt and implement better practices. He is an international presenter and authority on a wide range of topics including quarterly rolling planning—the replacement to the annual planning process, better practices for the corporate accountant, decision based reporting, and successful team management techniques.

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