

WEBINAR



LEADING THROUGH A LEADING KPI

2022 October 29

6pm Amsterdam, 12pm (noon) New York, 9am Los Angeles



Jens Heitland Co-founder of SUCCEED

JENS HEITLAND

SUCCEED



Jens Heitland is Serial Entrepreneur, Experienced International Corporate Manager and Co-Founder of SUCCEED.

He has a professional Coaching education and has worked in corporate companies such as Deutsche Bank, IKEA, Fjord by Accenture and Foot Locker.

Personal Website and Podcast:
<https://www.jensheitland.com>

SUCCEED

LIVE

ASK & LEED TO **SUCCEED**

Thursday November 03

6pm Amsterdam, 1pm New York, 10am Los Angeles

please send your questions via email to:

SUCCEED@heitlandinnovation.com

AGENDA

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- **How to build a leading KPI**
- **How to lead with the leading KPI**

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How to build a leading KPI

OKR

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Objectives & Key Results

Andy Grove

LEADING KPI

SUCCEED

KPI

kpi

kpi

kpi

kpi

kpi

kpi

kpi

LEADING KPI

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Why?

...is it important?

Ambition, Purpose

LEADING KPI



What?

...is the objective?

Significant, Concrete, Action oriented, Inspirational

LEADING KPI



How?

...are we going to do this?

*Specific, Time Bound, Aggressive yet Realistic,
Measurable & verifiable*

LEADING KPI

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Why.

What

How

SUCCEED

Better Leaders will change businesses and businesses change the world to be a better place.

Free Leadership education platform to enable leaders to grow their leadership talent.

1 billion users by 2030

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LEADING KPI

Bakery

Why.

Healthy fresh baked goods for a local community.

What

Bake, educate & enjoy fresh healthy baked goods together in our community bakery.

How

1000 community members in 2023

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How to lead with the leading KPI

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LEADING A TEAM

LEADING A TEAM

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Bakery

Production

Development

Sales

Marketing

LEADING A TEAM

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Bakery

1000 community members in 2023

Production

50 new bakers educated in healthy baking

Development

10 Healthy recipes tested and validated in 2023

Sales

15000 healthy products sold

Marketing

500 new sign ups to our newsletter

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LEADING INDIVIDUALS

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Bakery

1000 community
members in 2023

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LEADING INDIVIDUALS

Bakery

**1000 community
members in 2023**

Development

**10 Healthy
recipes tested
and validated in
2023**

LEADING INDIVIDUALS

Bakery

1000 community members in 2023

Development

10 Healthy recipes tested and validated in 2023

R&D Manager

Q1
Research of 100 new recipes

Q3
Fine tune the best 20 recipes

Q2
Test of 100 new recipes

Q4
Hand over 10 recipes to production

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LEADING INDIVIDUALS

Bakery

1000 community members in 2023

R&D Manager

Q1

Research of 100 new recipes

Q2

Test of 100 new recipes

Development

Q3

Fine tune the best 20 recipes

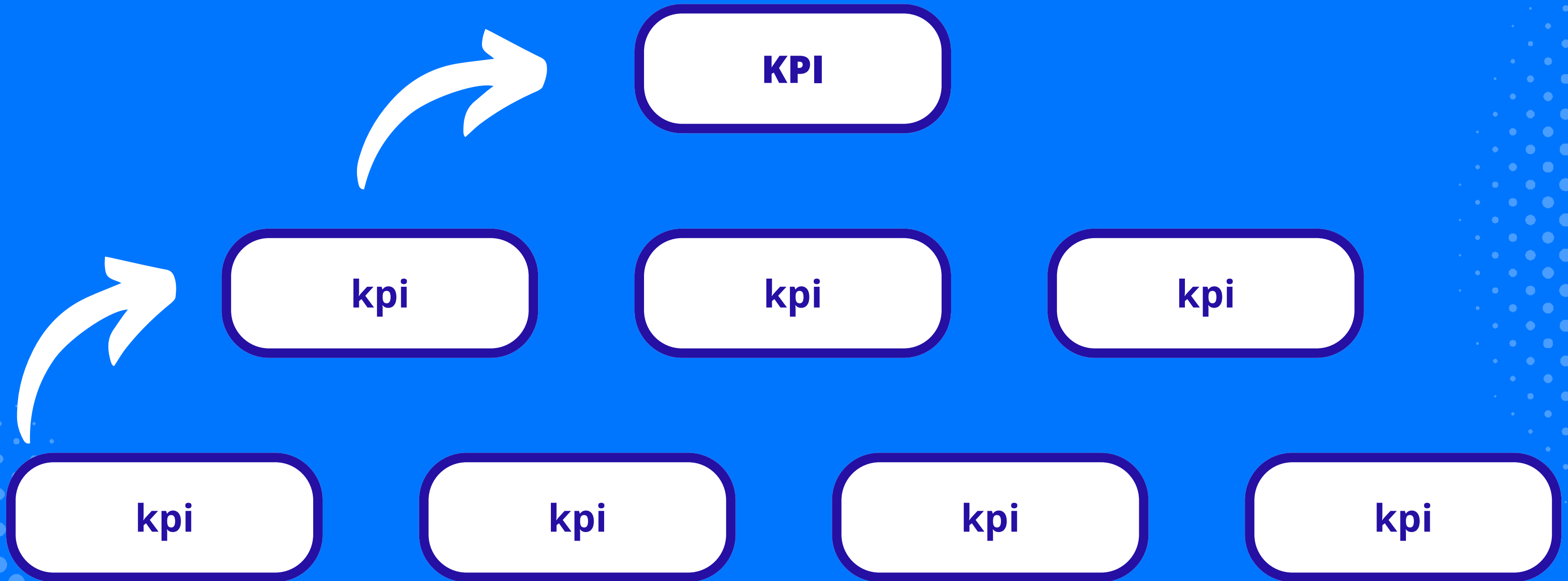
Q4

Hand over 10 recipes to production

10 Healthy recipes tested and validated in 2023

LEADING KPI

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CONDITION

- 1. The Personal KPI is NOT part of performance evaluation**
- 2. KPI's are transparent and visible for everyone**
- 3. KPI's are build together with the teams**

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KPI's are a just a tool

Leaders will make the difference

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LIVE

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