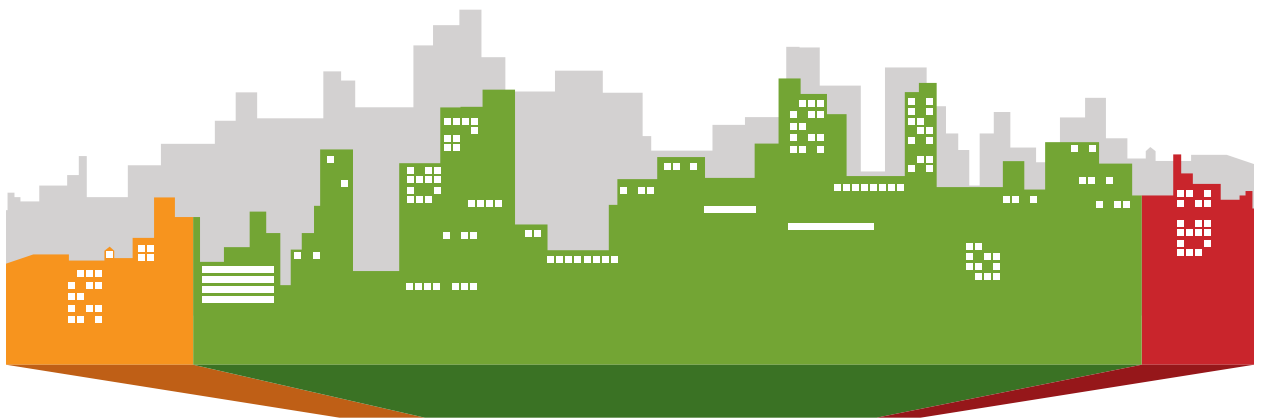


# CLARITY is KEY

New research links organizational underperformance and failure to meet key objectives with rampant employee confusion about Key Results. **85% of organizations say Key Results are not clearly defined** such that employees at all levels can engage.

**Q** Are Key Results clearly defined and understood throughout your organization?



**15%**  
Yes

**76%**  
Not entirely, could improve

**9%**  
No

## LESS CONFUSION



Organizations that define a small handful of memorable, measurable, meaningful Key Results—usually three to five—reduce employee confusion to nearly zero.

Partners In Leadership  
Workplace Accountability Study, 2014

## LOWER COSTS



*"Not defining Key Results, and worse still, failing to communicate them throughout the organization, may be the most expensive management oversight ever."*

- Roger Connors  
Co-founder of Partners In Leadership

## It really works.

Brinker International, one of the world's leading casual dining companies (including **Chili's restaurants**) reduced their Key Results from 40 to four, resulting in a **15x increase in price per share**, a return of 20% profit to shareholders, industry-leading guest satisfaction scores, and their lowest employee turnover rate.

**\$62.08**

Read the full story.



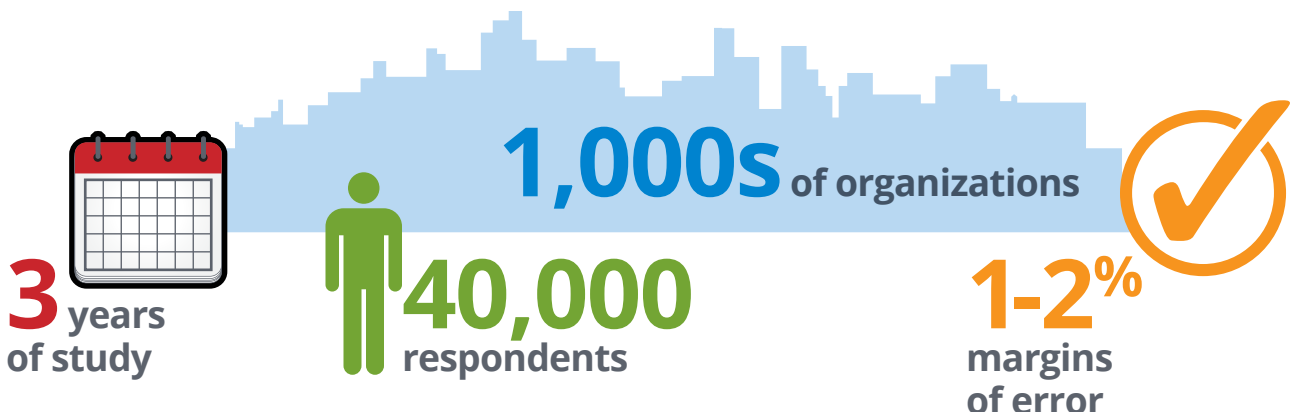
**\$3.99**

9/21/2008

2/20/2015

### About the Workplace Accountability Study

Data presented in this infographic is sourced from the Workplace Accountability Study conducted by Partners In Leadership during 2012 through 2014. This research represents the largest study of its kind on the subject of workplace accountability.



### About Partners In Leadership

At Partners In Leadership, our mission is your mission. We partner with clients to fulfill their organizational R<sup>2</sup> mission by creating a Culture of Accountability specifically designed to achieve their R<sup>2</sup> Key Results this year, next year, and beyond. For nearly three decades, we have been helping clients achieve dramatic results, reporting billions of dollars in improved shareholder wealth, saving hundreds of thousands of jobs, and resulting in some of the highest praised and best places to work in the world.

- 1,000s** of clients
- 100,000s** of jobs saved
- 1,000,000s** of people trained
- \$1,000,000,000s** of improved shareholder wealth



#### Onsite Training

Our Accountability Experts come onsite to your location to train your team or your entire company.



#### Train-The-Facilitator (TTF)

When we train your trainers to deliver our Accountability Training<sup>®</sup> program, they become in-house powerhouses of fundamental change.



#### Micro Workshops

Take the next step in Creating a Culture of Accountability<sup>®</sup> in your workplace by enrolling in a training workshop.