

Outcome vs. Output



What value you have created

Description

← vs. →



What you have done



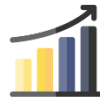
The difference made by the outputs

What is measured

← vs. →



The actions taken towards the goal



Deliver real, valuable business results

Goal

← vs. →



Achieve the overarching outcomes



Stays the same until achieved

Flexibility

← vs. →



Might change if Outcome is not achieved



Quantitative:
creation of value

Achievement

← vs. →



Binary:
completion of initiatives



Capacities need to be built up as right metrics are often not measured yet

Necessary capabilities

← vs. →



Metrics are usually already measured but might need to be refined

WORKPATH