



Performance Management Institute, Inc.

*Business Leadership Team Alignment by
Co-Creating the Scoring System.*

Material Assumptions Index

Income/Profit and Loss

Sales/Revenue Plan

Key Drivers

Cost of Goods Sold / Sales / Services

Marketing, Selling, General & Administrative

Return on Sales

Cash Flow

OCF to Sales

Balance Sheet – Assets

Receivables

Fixed Assets

Sales on Assets

Balance Sheet – Liabilities

Payables

Debt

Balance Sheet – Equity

Capital Stock

Turnovers

Receivable Days

Inventory Days

Payable Days