



Key Result Areas

A **key result area** is something for which you are completely responsible. These are the things you were hired to do and for which you have a talent for. Key result areas cannot be delegated to someone else. Most positions have about 3-5 key result areas.

Remember to think higher level and not too technical.

Questions to ask yourself:

- Why was my position created? What was the intent of this position?
- What is the difference between my job and the job of my staff members?
- What is the talent I bring to the organization that no one else can contribute?

Examples of key result areas:

- Coach and develop your staff for improved performance
- Ensure members receive exceptional service through delivery channels
- Create a cultural development plan to retain excellent employees
- Increase products per member by 20%

What are the key result areas for your position?

1. _____
2. _____
3. _____
4. _____
5. _____