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Nota di contenuto	1. Setting performance targets -- 2. Budget targets -- 3. Target setting in changing conditions -- 4. Performance targets -- 5. Target difficulty -- 6. Multiple performance targets --7. Innovations in target setting -- 8. Conclusion: target setting, the lost art -- Appendix. Understanding probabilities -- Notes -- References -- Index.
Sommario/riassunto	Targets are an important part of our work life, whether we are setting them or meeting them. Target setting forms part of the budgeting process and the performance management of business units and individuals. Unfortunately the behavioral impacts of target setting on performance are not well understood, and this can lead to serious consequences such as game playing. Target setting is an under-researched area.