

1. Record Nr.	UNINA9910954311703321
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Titolo	Setting performance targets / / Carolyn Stringer and Paul Shantapriyan
Pubbl/distr/stampa	[New York, N.Y.] (222 East 46th Street, New York, NY 10017), : Business Expert Press, c2012
ISBN	9781782680932 1782680934 9781283892575 128389257X 9781606491386 1606491385
Edizione	[1st ed.]
Descrizione fisica	1 online resource (154 p.)
Collana	Managerial accounting collection, , 2152-7121
Altri autori (Persone)	ShantapriyanPaul
Disciplina	658.3
Soggetti	Goal setting in personnel management Strategic planning
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references (p. 125-139) and index.
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.