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Now that we knew
our true

Objective, it
was easy to
create Key
Results that
were measuring
the things that
really mattered:
improve (i)
visitor-to-lead
conversion rate,

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efforts to
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Measure What
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out the
management
frameworks that
are OKRs.

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~~What Matters:~~

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growth that OKRs
have spurred at
so many great
organizations.

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~~OKR vs. KPI:~~

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The definition of "OKRs" is "Objectives and Key Results." It is a collaborative goal-setting tool used by teams and individuals to set challenging, ambitious goals with measurable

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Talk

Ideas are easy.
Execution is
everything. It
takes a team to
win. Objectives
and key results
(OKRs) help to
create clarity,
focus,
accountability,

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A metric is a means to measure performance or progress. Just as apples and oranges are types of fruit, KPIs and OKRs

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Matters OKRs
are types of
metrics. Just as
apples and
oranges are
types of fruit,
KPIs and OKRs
are types of
metrics.
Although metrics
are usually
numbers, they
don't have to
be.

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setting, to make
tough choices in
business. In
1999, legendary
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that had amazing
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