



The Balanced Scorecard

Using the Balanced Scorecard to drive improvement

The Balanced Scorecard Programme

The Balanced Scorecard has developed greatly since its inception in the early 90s. What was originally a tool for measuring organisational performance has become a means of pro-actively driving change and improving results.

Modern, "Third generation" scorecards use strategy mapping principles to convert strategy into measurable outcomes, and establish the cause-effect links needed to deliver these. Customised scorecards developed in this way are increasingly being used, both by commercial and public sector organisations, to focus on objectives and achieve better results.

Benefits of the Balanced Scorecard

A properly designed and implemented scorecard can deliver many benefits by:

- Helping to clarify strategic goals, and make these measurable.
- Establishing clear targets and relevant performance measures.
- Identifying the critical success factors and actions that will drive improved performance and help to achieve these targets.
- Providing a succinct yet comprehensive management reporting framework
- Communicating the organisation's key goals and improvement priorities.

TEAL Scorecard Programme

We have a range of programmes that can help you to develop and use the Balanced Scorecard, depending on where you are on your journey. These include:

- Introducing the Balanced Scorecard – awareness, principles and practice.
- Developing a strategy map – translating strategy into defined outcomes and the key enablers that will make it happen.
- Measuring Performance – from strategy map to usable indicators.
- Implementing a Balanced Scorecard – practical issues, avoiding pitfalls.

Or we can combine these into a staged programme that will incorporate all of the elements needed to create an effective Balanced Scorecard for your organisation.

How are You Using the Scorecard?

Is it just a peripheral or support activity?

- Are you still using the traditional approach?
- Are you really aligning your business objectives?
- Are you managing performance effectively?

To Find Out More

To find out more please contact us on our website at www.tealconsulting.co.uk or email us at info@tealconsulting.co.uk.

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