Category

Consulting

Firm Performance Management Playbook

Building the governance rhythm that turns firm metrics into actual management decisions

- Executive
- Intermediate
- Template Included

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- 16 September 2021
- 4 minute(s)

Overview

A framework for consulting firm performance management — which metrics matter, what review cadence and forums turn them into real decisions — distinct from the specific dashboard tooling used to display them.

How is this different from the Consulting Firm KPI Dashboard Design

Playbook? That playbook is about the specific tool — dashboard design, metric visualization. This one is about the broader governance discipline — which metrics genuinely matter for a consulting firm, and what review cadence and forum structure turns them into real management decisions, regardless of what tool displays them.

What metrics matter most for a consulting firm specifically?

Utilization, realization, and pipeline health tend to be the core operating metrics, though the right specific set depends on firm size and business model — this playbook helps you select and govern the right set for your firm rather than prescribing one universal list.

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