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| **WORKSHEET – BENCHMARKS – EXTRA CREDIT PREWORK FOR SESSION 4** | | |
| Metrics are the indicators of your success. Benchmarks are performance standards for metrics as set by the best in your industry.  **Instructions:**  *1. Identify best-in-class organizations that set the standard for performance in your industry. Identify the metrics they use and the performance standards they meet.*  *2. Summarize the most compelling data in one page.*  *3. Share with planning team members in advance of Session 4.* | | |
| **Best-in-class Organizations** | **Success Metrics** | **Performance Benchmark** |
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