

KPI's

Stands for 'Key Performance Indicators'.

The idea being that day-to-day or week-to-week these measures let you know if you are on-track to achieve your Goal/Target.

For a football team it might be wins per week or points gained.

KRA's

Stands for 'Key Result Areas'.

They are designed to be used by individuals to understand if they are playing their part in achieving the KPI's for the team.

For a footballer it might be that the striker is measured on goals, or shots on target, and for a goalie, the number of saves.

