

ANNEXURE F: PERFORMANCE ASSESMENT RATING CALCULATOR

			Staff men	nber			
Municipali	ty: Maruleng	Local Muni	icipality		1000		
		Mid-year	/ Annual Perfo	rmance A	Assessment		
<u></u>			Assessment Calculat	_			
Name							
Cycle:		····					
KRA	Weight	Rating	Score	CMC	Weight	Rating	Score
1				1			
2				2			
3				3			
4				4			
5				5			
6				6			
7				7			
	100%		100		100%		100
KPA weight		80%	CCR we	eight		20%	
KPA SCORE	ortugi (dage et et e Calmina de	# Add (Fr.)	80%	CCR SC			20%

100%

FINAL SCORE

ANNEXURE G: PERFORMANCE MANAGEMENT AND DEVELOPMENT SYSTEM PHASES

Performance management and development system phases

- 1. (1) Performance management and development is the systematic process of—
 - (a) planning work and setting expectations of the municipality from staff members or teams:
 - (b) continually monitoring performance of staff members or teams;
 - (c) developing the capacity of staff members or teams to perform optimally;
 - (d) periodically rating performance of staff members and teams; and
 - (e) rewarding outstanding performance.
 - (2) The performance management and development system of a municipality must consist of different phases relating to performance planning, coaching, review and reward as provided in these guidelines.
 - (3) The performance management and development system must consist of the following phases:

Phase	Timeframe	Activitie
		S
(a) Planning	(i) Occurs annually at	(aa) Supervisor schedules a meeting with a
	the start of the	staff member or team to discuss and
	financial year or	agree on the performance objectives
	the starting date	for the year;
	in a specific post	(bb) Supervisor and a staff member or team
		are required to prepare for this meeting; and
		(cc) Performance agreement must be
		signed or processed electronically
		where applicable by the supervisor
		and a staff member or team within
		sixty

		(60) days after the commencement of the performance cycle.
(b) Monitoring, coaching and feedback	(i) Occurs formally; and (ii) Informally throughout the year	 (aa) The supervisor will complete on- the-job monitoring of the performance of a staff member or team; (bb) The supervisor may create formal and informal opportunities to provide feedback or coaching support to a staff member or team in relation to progress made towards agreed performance objectives and on areas requiring implementation; and (cc) A staff member or team may request feedback and support at any time
(c) Review and evaluation	(i) Mid-year review must occur at the end of the second quarter. The details of the engagement	during the performance cycle. (aa) The supervisor must set up a formal mid-year evaluation with a staff member or team within one (1) month after the end of quarter two (2), inclusive of formal documented engagement to provide feedback on

Phase	Timeframe	Activitie s
	must be	targets achieved to date of a staff
	in	member or team;
	writing; and	(bb) At mid-year review, interventions and
	(ii) Annual	corrective actions must be identified
	performance	in relation to achievement /under-
	evaluation	achievement of performance outputs/
	must occur	outcomes;
	at the end of	(cc) During annual performance evaluation,
	the	each staff member must be afforded
	fourth	an opportunity to complete self-rating
	quarter (after	and provide evidence to support
	the end	ratings;
	of	(dd) The supervisor must set up the formal
	performance	final performance evaluation with a
	cycle); and	staff member or team after the end of
	(iii) Annual	the fourth quarter;
	performance	(ee) The final performance evaluation
	must occur	scores must be recorded as a formal
	within 60 days	engagement between the staff
	after the end	member and supervisor; and
	0	(ff) The supervisor must formally provide
	f	verbal and written performance
	performance	feedback to the staff member or team.
	cycle. The details	
	of	
	th	
	e	
	performance	
	evaluation	
	must be	
	must be in	
·	writing clearly	
	outlining the	
	staff member's	
	career	
	development	
	needs.	

(d) Reward	(i)	After the formal	Rewards shall be dealt with as stipulated in
and		annual	chapter 4 of the Regulations.
recognitio		performance	
n		assessment; and	·
	(ii)	After	
		moderation by	
		the Municipal	•
		Moderation	
		Committee and	
		approval by	
		municipal	
		manager.	

Planning

- 2. (1) During the planning phase-
 - (a) the supervisor and staff member must jointly identify organisational, departmental as well as the performance expectations of a staff member or team and secure the staff member or team's commitment to achieve the performance expectations;
 - (b) the supervisor must explain to the staff member how the performance agreement and PMDS operates;

- (c) all staff members, including management, must be capacitated through training on—
 - (i) what the process entails;
 - (ii) why the municipality uses the PMDS process;
 - (iii) how the PMDS works, including the phases, purpose of linkage with the competency framework and how performance of competencies are measured;
 - (iv) the expectation from a staff member in a specific role; and
 - (v) when performance will be evaluated and reviewed;
- (d) the municipality must ensure that every supervisor has undergone training to acquire the relevant coaching skills needed for ongoing implementation of the PMDS;
- (e) the supervisor and staff member must develop a performance agreement wherein the performance standards will be defined in terms of quality, quantity, time and process. The following documents can assist—
 - (i) the staff member's job description;
 - (ii) the IDP and departmental SDBIP;
 - (iii) the supervisor's performance agreement, where applicable;
 - (iv) the staff member's previous year performance assessment, where applicable; and
 - (v) any other document considered relevant to the process;
- (f) planned KPAs, KPIs and targets as contained in the performance agreement must meet the SMART criteria as outlined in the table below—

S	Specific, clear and understandable.
М	Measurable in terms of quantity, and, if possible, quality, money, and time. It must be possible to determine whether the activity took place and to decide how well it was done.
A	Attainable in that the activities to be performed have been agreed upon and must be within the capabilities and under control of the staff member.
R	Relevant in that each task should be related directly to the functional areas or specific projects assigned to the staff member.
Т	Time-based in that the supervisor and staff member should be able to track progress against specified target dates and timeframes and assessment can take place within the annual reporting cycle of the performance agreement.

(g) Job specific competencies can be selected from the relevant occupational streams as prescribed in the Local Government: Competency Framework attached to the Regulations as Annexure A, including any other specific functional competency

requirements as may be identified;

- (2) The following documents will assist in the performance planning process—
 - (a) performance agreement (Annexure A); and
 - (b) monitoring, coaching, feedback and review (Annexure B).

Monitoring, coaching and feedback

- 3. (1) Effective performance monitoring, coaching and feedback must be monitored continuously throughout the performance cycle.
 - (2) Performance monitoring, coaching and feedback involve ongoing collaborative engagements between the supervisor and staff member or team aimed at improving a staff member's skills and competencies to meet or exceed the set standards of performance through—
 - (a) observation, motivating and encouraging the staff member;
 - (b) frequent and infrequent exchanges of feedback about the staff member's performance;
 - (c) regular evaluation of whether the staff member performs according to the set objectives as outlined in the performance agreement;
 - (d) formal coaching and informal performance evaluation sessions;
 - (e) reinforcing the discussions that took place during the planning phase culminating in the performance agreement;
 - (f) affording the supervisor the opportunity to encourage the development of the staff member or team;
 - (g) proactive identification of challenges and solutions to enable achievement;
 - (h) identification of accomplishments or challenges by the staff member or team that have been resolved, which otherwise may not have come to the supervisor's attention;
 - (i) coaching that reinforces effective performance or brings the performance of the staff member closer to the expected standards; and
 - (j) a staff member or team who participated in several coaching sessions being aware of what is required of him or her to meet performance outcomes.
 - (3) A municipality must ensure that every supervisor has received adequate training in performance coaching processes and is capable of effectively assessing progress and evaluating the performance of staff or team.
 - (4) Development needs of staff identified during performance monitoring and coaching processes must be evaluated and addressed to encourage good performance, improves jobrelated skills and competencies that support staff to keep up with changes in the workplace.

Mid-year performance review

- 4. (1) The mid-year performance review-
 - (a) is a formal bi-annual performance appraisal where a staff member or a team is given feedback on his or her performance;
 - (b) must be recorded;
 - (c) offers an opportunity—
 - (i) between the supervisor and staff member to assess the staff member or

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- team's performance against set performance objectives;
- (ii) for the supervisor to monitor, coach and provide feedback to ensure effective performance;
- (iii) for the supervisor and staff member to—
 - (aa) jointly identify performance challenges and agree on solutions to overcome identified challenges;
 - (bb) agree on developmental needs of the staff member and address such needs;

- (cc) review the performance targets resulting from workplace changes beyond the staff member or team's control; and
- (iv) to reinforce good performance.
- (2) If the review of the performance agreement is warranted—
 - (a) the Regulations and item 2 of these Guidelines apply;
 - (b) the mid-year performance review will be based on the existing performance agreement;
 - (c) the amended performance agreement or addendum must be co-signed by the supervisor and staff member; and
 - (d) a record of the amendments must be kept for purposes of annual performance assessment.

Annual performance evaluation

- 5. (1) The objectives of the performance evaluation are to
 - (a) formally discuss the performance outcome achieved by the staff member against agreed performance indicators and targets based on the work performed during performance cycle of 12 months;
 - (b) rate the performance of a staff member or team against each measurable KPI using the five-point rating scale;
 - (c) recognise positive achievements and provide feedback on unsatisfactory performance; and
 - (d) identify areas of improvement and develop action plans to be included in personal development plans to address identified areas for improvement.
 - (2) Every staff member or team must be subjected to annual performance assessment at the end of the performance cycle of a municipality.
 - (3) The annual performance evaluation must be preceded by the staff member's self-rating against predetermined objectives, and where necessary supported by portfolio of evidence.
 - (4) Rating entail evaluating the staff member or team's performance against performance standards in a staff member's performance plan and assigning a numeric rating for each KPI.
 - (5) The supervisor and staff member must—
 - (a) formally and objectively confirm the staff member's performance outcomes against agreed KPAs, KPIs and job specific competencies;
 - (b) rate the performance of each staff member or team against each measurable KPI and job specific competencies using the 5-point rating scale;
 - (c) recognise positive achievements;
 - (d) identify deficient performance;
 - (e) identify the staff member's developmental needs, which will inform the Personal Development Plan of the staff member; and
 - (f) sign the final annual performance assessment.

- (6) At the end of the performance cycle a rating scale is used which has a bearing on rewarding and recognising performance above fully effective.
- (7) The supervisor must submit the final annual performance assessment, performance scores and any related evidence supporting performance to Human Resources.

- (8) Performance ratings for KPAs and competencies are calculated using the 5- point rating scale
 - (a) KPA ratings are calculated where individual ratings have been assigned to each KPI using the five-point rating scale;
 - (b) No rounding of calculations is allowed and 2 decimal points must be used;
 - (c) The table below reiterates the 5-point rating scale applied to score overall performance—

Level	Terminology	Descriptio
		n
5	Outstanding performance	Performance far exceeds the standard expected of a staff member at this level. The appraisal indicates that the staff member has achieved above fully effective results against all performance criteria and
		indicators as specified in the Performance
		Agreement and Performance Plan and maintained
		this in all areas of responsibility throughout the
	:	year.
		Performance is significantly higher than the
	Performanc	standard expected in the job. The appraisal indicates
4	е	that the staff member has achieved above fully
	significantly	effective results against more than half of the
	above	performance criteria and indicators and fully
	expectation	achieved all others throughout the year.
	S	
		Performance fully meets the standards expected in
	Fully offerations	all areas of the job. The appraisal indicates that the
3	Fully effective	staff member has fully achieved effective results
	performance	against all significant performance criteria and
		indicators as specified in the Performance
		Agreement and Performance Plan.
		Performance is below the standard required for
	D 6	the job in key areas. Performance meets some of
,	Performanc	the standards expected for the job. The
2	e not fully	review/assessment indicates that the staff
	effective	member has achieved below fully effective results
		against more than half the key performance
		criteria and indicators as specified in the
		Performance Agreement and Performance Plan.

Performance does not meet the standard expected for the job. The review/ assessment indicates that the staff member has achieved below fully effective results against almost all of the performance criteria and indicators as specified in the Performance Agreement and Performance Plan. The staff member has failed to demonstrate the commitment or ability to bring performance up to the level expected in the job despite management efforts to encourage improvement.

ANNEXURE H: TEAM BASED PERFORMANCE

- (1) A supervisor working in collaboration with individual team members must—
 - (a) rate the performance of a staff member working within a team-based performance arrangement; and
 - (b) identify challenges relating to individual staff member(s) working within a team and identify appropriate interventions aimed at improving the staff member's performance.
- (2) The following templates will assist in the PMDS process
 - (a) team registration Annexure N; and
 - (b) team performance agreement Annexure O.

ANNEXURE I: PERFORMANCE EVIDENCE

- (1) The submission of evidence is subject to the following—
 - (a) during the planning phase, agreement must be reached on what evidence is to be used with the aim of minimising time and effort; and
 - (b) evidence must be gathered during the course of the performance cycle as this will inform and substantiate the scores according to the rating scale.
- (2) The staff member or team must gather, collate and present evidence against the measurable KPIs and, where applicable, job specific competencies as contained in the performance agreement—
 - (a) it is particularly important to ensure that evidence is gathered during the performance cycle in preparation for the mid-year performance review and annual performance evaluation, as it will be used to substantiate scores related to achievement of KPIs and job specific competencies; and
 - (b) the ultimate accountability for the submission of the portfolio of evidence rests with the staff member or team being evaluated.
- (3) The nature of work must determine the type of evidence that should be provided. This may, inter alia, include—
 - (a) official records;
 - (b) confirmation by a supervisor;
 - (c) confirmation by other stakeholders such as letter from a government department; and
 - (d) inspection or viewing of evidence by supervisor such as filing system, memorandums, reports, etc.
- (4) A supervisor may, at the latest by mid-year review,—
 - (a) accept other evidence that substantiate achievement of KPIs or competencies and
 - (b) assist the staff member or team to obtain such evidence.

ANNEXURE J: PERFORMANCE MODERATION COMMITTEE

- (1) The Municipal Performance Moderation Committee—
 - (a) must be duly constituted by the municipal council;
 - (b) may, to the extent possible, be constituted as follows—
 - (i) municipal manager or his or her delegate who will act as the chairperson;
 - (ii) all heads of departments of a municipality;
 - (iii) manager responsible for PMDS;
 - (iv) manager responsible for organisational development;
 - (v) manager responsible for organisational performance;
 - (vi) a representative from finance, where applicable;
 - (vii) a representative from governance, where applicable; and
 - (viii) a representative from audit, where applicable.
- (2) Departmental representatives—
 - (a) will be invited to attend the performance moderation committee to present on the results of their respective departments;
 - (b) must be on senior management level; and
 - (c) may request a specialist on the departmental performance management to provide technical advice where needed.
- (3) Members should collectively possess the necessary expertise and must demonstrate knowledge and competencies—
 - (a) local government;
 - (b) municipal human resource environment;
 - (c) corporate governance practices;
 - (d) corporate strategy;
 - (e) performance management and development system;
 - (f) human capital management;
 - (g) organisational development;
 - (h) financial management;
 - (i) business management;
 - (j) operations management; and
 - (k) leadership
- (4) The main objectives of the committee are to—
 - (a) ensure fair and consistent application of the PMDS;
 - (b) ensure that the integrity of the PMDS is protected;
 - (c) ensure that performance is evaluated consistently;
 - (d) ensure that individual ratings reflect the overall performance of the department;
 - (e) advise on financial affordability for the municipality; and

- (f) Recommend performance rewards to the municipal manager for approval.
- (5) The committee may—
 - (a) develop and approve the terms of reference;
 - (b) review the performance management and development system across the municipality and make recommendations regarding implementation;

- (c) monitor the performance evaluation process by obtaining an overall sense of whether norms and standards are being applied realistically and consistently both horizontally and vertically across the municipality;
- (d) determine the overall performance of departments and align that with summary results based on individual performance;
- (e) moderate scores of a department(s) or a unit;
- (f) recommend reward levels for performance;
- (g) make recommendations regarding actions to be considered where supervisors do not implement the system properly;
- (h) provide oversight in terms of the application of the PMDS;
- (i) prepare a comprehensive report, based on its observations, reflecting performance of staff members or teams and the applicable reward levels; and
- (j) Ensure that the minutes and supporting information on matters dealt with by the panel, shall be available for examination upon authorisation by the municipal manager.

ANNEXURE K: MANAGING SUBSTANDARD PERFORMANCE

1.1.17 Purpose

- 1. (1) These procedures are intended to—
 - (a) create an enabling environment to facilitate effective performance by the staff members;
 - (b) provide the staff members with access to skills development and capacity building opportunities in order to promote efficient and effective performance;
 - (c) provide remedial and developmental support to assist the staff members to deal with substandard performance; and
 - (d) ensure that the municipal council and staff members work collaboratively to generate solutions to problems and improve the performance of staff members.

1.1.18 Policy and principles

- 2. (1) These procedures must be read in conjunction with the Regulations.
 - (2) The Code of Good Practice provided for in Schedule 8 of the Labour Relations Act, 1995, constitutes part of these procedures, in respect of poor work performance.
 - (3) The municipality must evaluate the staff member's performance by considering—
 - (a) the extent to which the substandard performance impacts on the work of the municipality and the achievement of municipal goals;
 - (b) the extent to which the staff member fails to meet the required performance standards set by the municipality;
 - (c) the extent to which the staff member lacks the necessary skills, competencies and expertise to meet the performance objectives and targets for his or her post as contained in the performance agreement; and
 - (d) the nature of the staff member's work and responsibilities.

1.1.19 Procedures for dealing with substandard performance

- **3.** (1) If the municipality has reason to believe that a staff member is not performing in accordance with the minimum performance standards of his or her post, the supervisor must—
 - (a) convene a meeting to give feedback to the staff member on his or her performance;
 - (b) furnish the staff member with reasons why it is necessary to initiate this procedure.
 - (2) During the meeting contemplated in paragraph (a), the supervisor must—
 - (a) explain the requirements, level, skills and nature of the post;

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(b) evaluate the staff member's performance in relation to the performance agreement;

- (c) explain the reasons why the performance is considered substandard; and
- (d) afford the staff member or his or her representative an opportunity to respond to the performance outcomes referred to in paragraph (c); and
- (3) After considering the staff member's reasons, the supervisor may, if necessary—
 - (a) initiate a formal programme of counselling and training to enable the staff member to meet the required standard of performance, which must include—
 - (i) assessing the time that it will take for the staff member to deal with substandard performance;
 - (ii) establishing realistic timeframes within which the staff member is expected to meet the required performance standards; and
 - (iii) identifying and providing appropriate training for the staff member to reach the required standard of performance.
 - (b) establish ways to address any factors that may affect the staff member's performance that lie beyond the staff member's control.
- (4) If the staff member fails to meet the required performance standard for the post after being subjected to a formal programme of counselling and training as contemplated in paragraph (3), the supervisor, may—
 - (a) regularly evaluate the staff member's performance; or
 - (b) provide further remedial or developmental support to assist the staff member to eliminate substandard performance.
- (5) If the staff member's performance does not improve after he or she received appropriate performance counselling and the necessary support and reasonable time to improve his or her performance as contemplated in paragraph (4), or he or she refuses to follow a formal programme of counselling and training contemplated therein—
 - (a) the supervisor, must bring the allegations of substandard performance against the staff member to the attention of the municipal manager in the form of a report.
 - (b) the supervisor, must table the report contemplated in subparagraph (a) before the municipal manager.
- (6) If the municipal manager is satisfied that sufficient evidence exist to institute disciplinary proceedings against the staff member on the basis of the alleged substandard performance the municipal manager, must furnish the staff member with written reasons why it is necessary to initiate this procedure in accordance with applicable procedures.

ANNEXURE L: PERFORMANCE AGREEMENT FOR INDIVIDUALS

		rformance		
D. 1		greement 	Evample	
Perto	rmance cycle	Example: 01 July 2022 to 30 June 2023 [add name of department]: [add name of section / unit]:		
De	epartment:			
Sec	ction / Unit:			
Staff membe	r name and surname:	-	ames and surname for taff member]	
Staff member	Designation	Payroll number	Level	
designation, payroll	Assistant Director	00000000000	5	
number and level				
	Short description of th	e staff member's fund		
Staff			Date:	
member				
signature				
Supervisor Name and	[add	first names and surna	ame for supervisor]	
Surname:				
Supervisor's Signature:			Date:	

KPA /JSCs	KPIs/JSCs	Baseline	Targets ¹	Evidence
Weighting		(where		
		applicable)		

	
1. [Insert KPA here]	

¹The targets of every KPI must be expressed as one (1) to five (5).

KPA /JSCs Weighting	KPIs/JSCs	Baseline (where applicable)	Targets ¹	Evidence
30%	1.1 [Insert KPI	[Existing or	12=	
	here]	new where	[insert SMART	
		applicable]	Targets here]	
			2 ³ =	
			3 ⁴ =	
			4 ⁵ = 5 ⁶ =	
	1.2		5°=	
	1.3			
		2. [Insert KP/	A here]	
30%	2.1			
	2.2			
	2.3			
	2.4			
		3. [Insert KP/	A here]	
20%	3.1			
	3.2			
80%			Tota I	-
		Job Specific Com	petencies (JSC)	
10%	[Insert here]		1 =	Add where
			2 =	applicable for
			3 =	competencies
			4 =	
			5 =	
5%	[Insert here]			
5%	[Insert here]			
20%			Tota I	

Supervisor Signature:	Staff member Signature:	
Date:	Date:	

² Target 1 indicate unacceptable performance.

³ Target 2 indicate **performance not fully effective.**

⁴ Target 3 indicate **fully effective performance** i.e. that performance meets the standard expected in all areas of a job and that the KPI has therefore been achieved.

⁵ Target 4 indicate **performance significantly above expectations.**

⁶ Target 5 indicate **outstanding performance**.

ANNEXURE ME COACHING AND REVIEW

				Co	Coaching and Review	view			
		Staff member /	er/	Supervisor's input	or's input	Comments	Year-end	Signa	Signatures
		Team input on	rt on	LO .	E		Review		
		progress 7		progress	ress		Scores		
		Mid-year	Final	Intervention	Staff			Staff	Managers
		review	revie	s	member /			member'	Signature
			>		Team			v	
					rating			Signature	
KPA 1	KPI								
	1.1	=							
	1.2								
	1.3								
KPA 2	2.1		:						
	2.2								
	2.3								
	2.4							-	
KPA 3	3.1								
	3.2								
JSC	1								•
JSC	2								
JSC	3		-						
Staff memb	er / Team	Staff member / Team Supervisor Signature:	gnature:		Date:				
Supervisor Signature:	Signature:				Date:				

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ANNEXURE N: TEAM REGISTRATION

		Team				
		Registra	tion			
Perform	nance Cycle		Ex	ample:		
			20	17/201		
				8		
Depa	artment:		[Add Name	of Department]	•	
Secti	on / Unit:		[Add Name	of Section / Unit]:	
Supervis Surnar	or Name and	[Add first Names and Surname for Supervisor]				
Fun	ection :8	- 10				
	<u> </u>	Team Men	nbers ⁹			
Names	Payroll Number	Designation :	Level	Staff Signature ¹⁰	Date	
Example:						
J Smith	000000	Truck Driver	T1	XXXX	30/07/201 7	
Supervisor's				Date:		
Signature:11						

 $^{^{11}}$ If the team includes a team supervisor the supervisor above the team supervisor will sign on behalf of the employer.



⁸ Add short description of the team function.

⁹ Team members may include a team supervisor.

 $^{^{10}}$ All team members will sign on the team scorecard and the supervisor will sign this form on behalf of the employer.

ANNEXURE O: PERFORMANCE AGREEMENT FOR TEAMS

		Perfo	rmance Agreement for Teams	
KPA /JSCs	KPIs/JSCs	Baselin	Targets ¹²	Evidence
Weighting		е		
		<u></u> 1	[Insert KPA	
			here]	
30%	3.3 [Insert KPI here]	[Existin	1 ¹³ = [insert SMART Targets	
		g or	here] 214 =	
		new	315 =	
		where	416 =	
	:	applica	517 =	
		ble]		
	3.4			
	3.5			
		4.	[Insert KPA here]	
30%	4.1			
	4.2			
	4.3			
	4.4			
		5.	[Insert KPA here]	
20%	5.1			
	5.2			
80%			Tota	
		loh C	pecific Competencies (JSCs)	
10%	[Insert JSC here]	2005	1 =	Add where applicable
10%	[msert isc nere]		2 =	for competencies
			3 =	ior competences
			3 = 4 =	
			4 - 5 =	
F0/	[Insert JSCs		5 =	
5%	here]			
5%	[Insert JSCs			
370	here]			
20%			Tota	
-			1	
	Team Members Nar	mes:	Example	Payroll
			: J Smit	Number:
				0000000
			P Mokola	9999999

Supervisor Signature:	Team Supervisor:
Date:	Date:

¹² The targets of every KPI must be expressed as one (1) to five (5).

¹³ Target 1 indicate unacceptable performance.

¹⁴ Target 2 indicate performance not fully effective.

¹⁵ Target 3 indicate **fully effective performance** i.e. that performance meets the standard expected in all areas of a job and that the KPI has therefore been achieved.

¹⁶ Target 4 indicate performance significantly above expectations.

¹⁷ Target 5 indicate outstanding performance.