

## Unit 207 (CHB12) Develop & Maintain Your Effectiveness at Work Activity 12

### Setting and meeting targets

Most salons offer commission to stylists as an incentive to earn extra money. Commission may be based on:

- the amount of retail sales
- recommendations of new products and services (proof would need to be provided that these generated revenue for the salon)
- the re-booking of clients (repeat business).

These are often referred to as productivity targets.

- 1 In pairs or small groups, produce a mind map stating why it is important to have productivity targets. You can use the space below to make notes.

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- 2 In pairs or small groups, design a chart to use in the salon that records productivity targets for your group. Again, you can use the space provided below to make notes.

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