

# Driving the Organization with only Lag indicators is like Driving the Car looking at Rear view mirror only



Examples of Lead and Lag Indicators

Lead Indicators	Lag Indicators
Quality Management System Compliance Score	a) Number of Customer Complaints b) % Defects
Number of Unsafe Practices/conditions	Number of Accidents
Number of Leads generated/Customer visits	Sales Revenue
Number of Employees Engaged	Attrition Rate