



Twelve per cent, nine of it rule change

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Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **The figure is right: what changed is what it counts.**

Period	Rule attributing a deal to a quarter
Until March	Signature date
Since April	Invoice date

The change **is not at fault**: it brings the dashboard closer to the accounts.

Reading of the quarter	Value
Growth shown	+12 %
Share coming from the rule change	9 points
Real growth on a constant rule	+3 %
Months of deals actually counted	4

What happens next

It is a transition bump: it will be repaid next quarter. A decision taken on 12 % — a hire, a raised target — would then turn around.

The rule applied

Every indicator carries **the date its calculation rule last changed**. When a variance falls in a period where the rule moved, **both figures are given over the same period**.

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