

Revenue Definition Confidence Worksheet

Domain Methods

WHAT THIS WORKSHEET IS FOR

Use this sheet to score one revenue metric family before the next leadership review. The goal is to name whether the metric is still directional, strong enough for operating decisions, or truly board-grade for the current use.

1. METRIC FAMILY IN SCOPE

- Metric family: _____
- Decision or meeting this number is supporting: _____
- What happens if the number is wrong for one cycle: _____

2. SCORE EACH DIMENSION FROM 1 TO 3

- Definition clarity: does the metric mean the same thing every time the label appears?
- Owner alignment: who can settle disputes before the room starts?
- Reconciliation path: how does the final answer get checked when sources disagree?
- System-of-record strength: which system wins, and is that hierarchy explicit?
- Change-control discipline: do people know when logic or definition changes actually happened?
- Fallback behavior: what happens when the official path is late, broken, or contested?

3. TOTAL SCORE AND CONFIDENCE BAND

- 6 to 8 = Board-grade ready for the current leadership use
- 9 to 13 = Decision-grade with caveats
- 14 to 18 = Directional only

4. DANGEROUS MISUSE

- What should this metric NOT support yet? _____
- Board narrative, spend changes, compensation, forecast, automation, or another use?

5. FIRST TRUST FIX

- Tighten the definition record: _____
- Set final owner authority: _____
- Document the source hierarchy: _____
- Bound the reconciliation path: _____
- Add a fallback rule: _____

6. MEETING OUTPUT

- Current confidence band: _____
- Caveat leadership needs to hear clearly: _____
- First fix before the next review: _____

REMINDER

- A polished dashboard does not make a metric trustworthy by itself.
- The metric earns confidence when the business can explain the meaning, owner, winning source, reconciliation path, change history, and fallback behavior.

CTA PATH

- Use Three Teams, Three Numbers when teams still defend different versions of the same metric.
- Use Data Foundation when the benchmark exposes deeper warehouse, source, or model debt.