

Mesa County  
Budgeting for Outcomes  
Definitions of Terms

**General:**

Critical Issues: six critical issues outlined in the strategic plan

Outcome: a statement indicating what citizens want from their government; based on Mesa County's Critical Issues

Request for Results: produced by Results Teams for each outcome; shows a Results Team's understanding of what is most likely to achieve an outcome and how that would be measured; used as basis for Sellers to make offers

Offer: A proposal by a Seller in response to a Request for Results indicating what they will do to produce the result, how much it will cost and how success will be measured

Seller: Departments or employee groups authorized by the County Administrator to make offers in response to Requests for Results

**For Results Teams:**

Factor: An important contributor to an outcome; provides one cause-effect link to an outcome within a cause and effect map.

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Indicator: A report or signal, based on one or a combination of measures, that allows the observer to know whether performance is

in line, ahead of, or behind expectations – e.g. “average trip time” as an indicator of mobility. Indicators are quantifiable.

**Cause and Effect Map:** A visual representation of the pathway to the outcome. Using words or images, it helps viewers understand the cause-effect connection between actions or factors and the outcome. Backed by evidence, it quickly communicates what is known to work in accomplishing the outcome.

**Strategy:** A set of actions chosen to achieve an outcome. A strategy is based on an understanding of (or assumptions about) the cause – effect connection between specific actions and specific outcomes. “Being strategic” means choosing actions from among the options available that you believe will have the greatest or most direct affect on a result or multiple results. Mesa County goals are the starting point for strategies in the BFO process.