



### The Budget Bump

We've always booked those costs to maintenance. They have the biggest budget."

We can't book those costs there. They don't have a budget

Sound familiar?

When your measures focus on one area or department, you **risk encouraging a silo mentality.**

This is where departments will work in isolation. They will act in their best interests. They operate in their own silo.

The **more ambiguous the budget target, the more likely your people are going to "bump" their costs to other areas.**

**Understanding and overcoming** this reaction to budgeting will improve the quality and accuracy of your budget.

I'm Robert Bihar. I write about Finance for Operational Leaders and their teams.

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