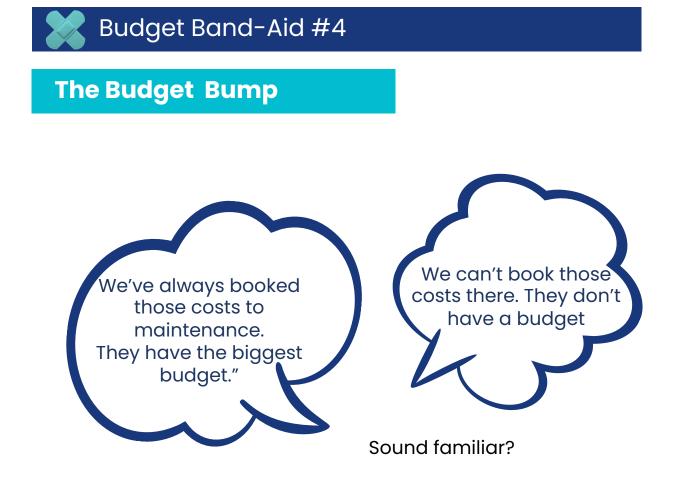
Robert Bihar



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. Subcribe to my **Behind the Numbers** newsletter to learn more.