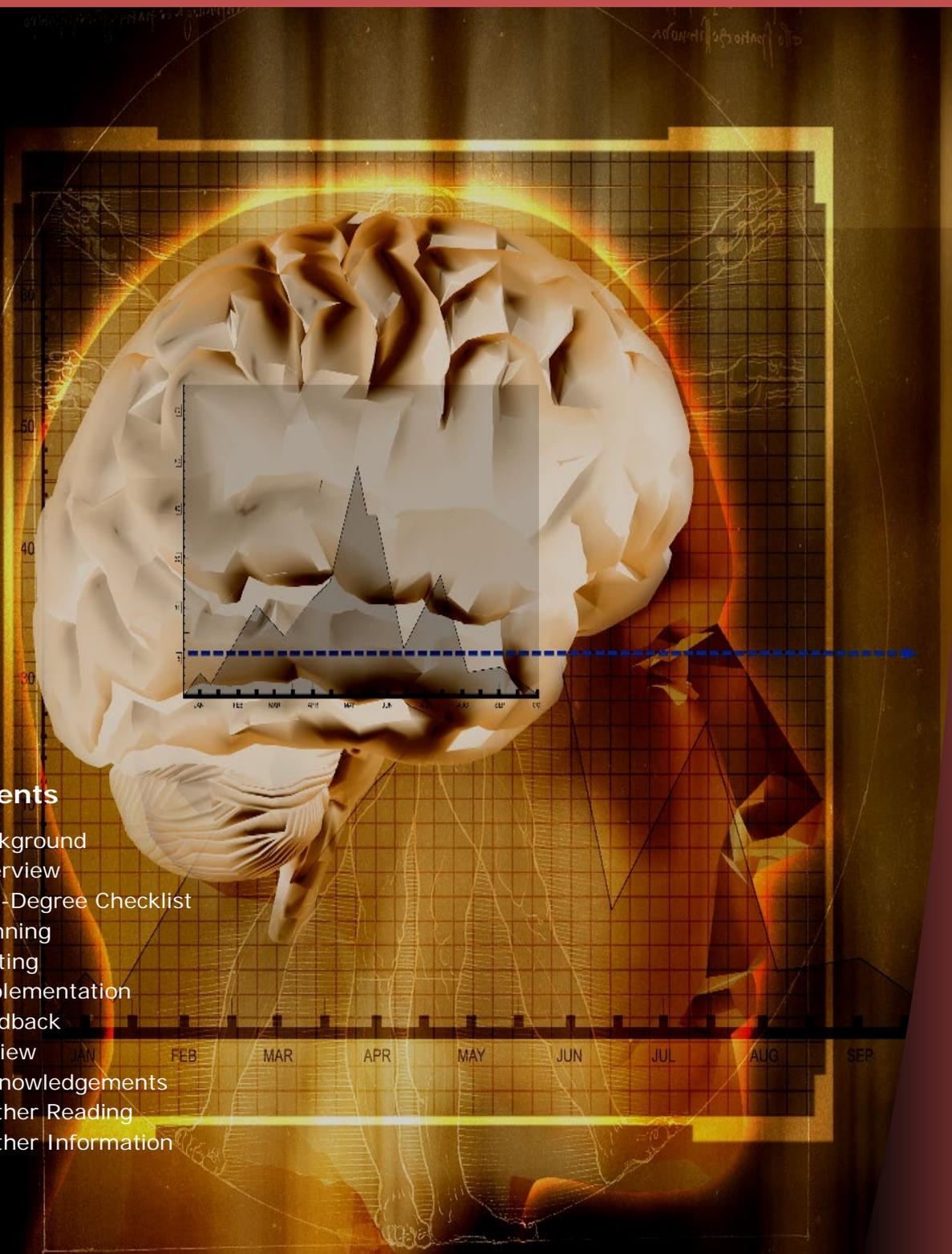


# 360-Degree Feedback

*Expert knowledge means success*

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**Note:** This publication has not been updated since it was last published. Some of the hyperlinks may have changed and may need updating. In addition, some of the information in this publication may be out of date.

## Background

In today's changing and volatile world organisations are continually looking for ways to improve performance and satisfy the demands of all stakeholders. Achieving this almost inevitably involves change, which then becomes the pivotal dynamic for success.

For an organisation to evolve the people working within it will have to adapt; and for this to be successful, they first of all need to know what it is about the way they are currently performing that needs to change.

This is where 360-degree feedback is playing a growing role in organisations through its ability to provide structured, in depth information about current performance and what will be required of an individual in the future to enable detailed and relevant development plans to be formulated.

Professionally managed, 360-degree feedback increases individual self-awareness, and as part of a strategic organisational process can promote:

- Increased understanding of the behaviours required to improve both individual and organisational effectiveness;
- More focused development activities, built around the skills and competencies required for successful organisational performance;
- Increased involvement of people at all levels of the organisation;
- Increased individual ownership for self-development and learning;
- Increased familiarity with the implications of cultural or strategic change.

These guidelines<sup>1</sup> set out issues, and recommendations for action, that should be considered when implementing a 360-degree programme. They have been developed by the contributing organisation in order to support and encourage best practice in the area. These guidelines are also available at [www.dti.gov.uk/mbp](http://www.dti.gov.uk/mbp).

## Overview

360-degree feedback is a process whereby an individual (the recipient) is rated on their performance by people who know something about their work (the raters). This can include direct reports, peers and managers and in some cases customers or clients, in fact anybody who is credible to the individual and is familiar with their work can be included in the feedback process. This is usually in addition to completing a self-assessment on performance. The resulting information is presented to the individual with the aim of helping them to gain a better understanding of their skills and development areas.

Each source can provide a different perspective on the individual's skills, attributes and other job relevant characteristics and thus help to build up a richer, more complete and accurate picture than could be obtained from any one source.

### How does 360-degree feedback compare to other organisational interventions?

As a process, 360-degree feedback sits alongside a number of other processes used in organisations to harness the potential of individuals. Indeed, although not intended to replace any of these processes, it does draw on specific strengths of each, bringing them together in a new form.

- **Assessment and Development Centres** – 360-degree feedback builds on the principles of structured and rigorous assessment against competencies, which is the core of assessment and development centres;
- **Employee Surveys** – 360-degree feedback draws on the principles of wider involvement and consultation evident in employee attitude and opinion surveys, but with a focus on individual performance rather than organisational culture and climate;
- **Performance Appraisals** – 360-degree feedback builds on the principle of regular feedback on performance evident in performance appraisals, but because a wider range of people are involved can be seen as fairer and more credible;
- **Coaching, Counselling and Career Development Interventions** - Fundamental to 360-degree feedback is the objective of increasing self-awareness, which is one of the key objectives of coaching, counselling and career development activities.

*"The concept of 360-degree feedback makes a lot of sense and, if used well, should have a great deal to offer. It seems to suit the move towards the less hierarchical, more flexibly-structured and knowledge-based organisations of the future"*

**Professor Clive Fletcher,**  
Goldsmiths College,  
University of London

360-degree feedback, also known as multi-level, multi-source feedback, is a very powerful and sensitive process. It can increase the individual's awareness of how their performance is viewed by their colleagues and indeed how it compares with their own view of their performance. It can serve as a strong spur for development and behaviour change. Its very power means that it needs to be managed professionally. There can be costs, both for the individual and the organisation in getting it wrong.

These guidelines have been written to provide a framework for introducing and managing 360-degree feedback. The guidelines offer checks and balances to consider, to ensure the process works effectively and fairly, avoiding some of the potential costs.

The diagram below gives an overview of the critical stages in managing a 360-degree process and the rest of the guidelines provide more detail under each of the headings. This information is summarised in the following checklist.



## 360-Degree Checklist

### Establishing the purpose

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- Does the organisational culture support the introduction of 360-degree feedback?
- Are the purpose and objectives clear?

### Establishing the process

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- Is there senior management commitment?
- Have those taking part been involved at the planning stage?
- Has a clear process for identifying the raters been agreed?
- Does the questionnaire relate to job performance and describe relevant behaviours?
- Is it a reliable and valid instrument?
- Is the feedback presented in a useful and sensitive way?

### Establishing resources

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- Have the resources for subsequent development been considered at the planning stage and is there an appropriate balance between the resources devoted to development and those to implementing the 360-degree feedback?
- Where computers are being used, has the security of the system been considered?

### Piloting

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- Is the questionnaire meeting its purpose?
- If it has not been used before, is it reliable and valid?
- Are the resource estimates for the rollout realistic?
- Is there clear communication to all involved?

### Implementation

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- Is there a clear owner responsible for administering the process?
- Is there a "helpline" or clear point of contact?
- Are the deadlines clear and who monitors whether they are being met?
- How are the raters being briefed?
- Have those giving the feedback been trained in the relevant skills?



## Feedback

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- Will the feedback be communicated face-to-face?
- Is there appropriate support for those receiving the feedback?
- Has appropriate and sensitive timing been considered as part of the process?

## Review

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- Has the review process been considered at the planning stage?
- Has the 360-degree feedback met its purpose?
- Has it resulted in improvement in performance?

## Planning

What are the issues to be considered when an organisation is preparing to introduce 360-degree feedback? These can be divided into three main areas:

- Establishing the purpose;
- Establishing the process;
- Establishing the resources.

### Establishing the Purpose

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The culture of an organisation needs to be considered prior to the introduction of the 360-degree feedback process. It is more likely to be easily introduced where openness, mutual trust and honesty are part of the organisational culture and there is a genuine interest in and desire for performance improvement. The adoption of a full 360-degree approach needs to stem from a steady evolution in appraisal and development practices. It is very unlikely that a 360-degree scheme would be accepted where there is no history of systematic feedback on performance. It would present too radical a step.

360-degree processes with a clear purpose and objectives are likely to be more effective, particularly when they are aligned with organisational strategies and goals and can be linked to existing processes within the organisation.

### Development or Performance Appraisal

The purpose of feedback, whether it is purely for development or as part of a performance appraisal process, will influence implementation decisions. Detailed discussion of this area is beyond the scope of this document, and more in-depth consideration can be found in the articles and books included in the further reading sections of these guidelines. Research to date has indicated that the use of 360-degree feedback as part of performance appraisal has had mixed success. In mature and open organisational cultures, with a strong performance appraisal system already in place, the use of 360-degree feedback in this way may be appropriate. Where this is the case, some of the decisions at the planning stage will be affected. For example;

- Participation in the process is likely to be mandatory rather than voluntary;
- It is likely to be carried out annually;
- The decision on who is to contribute may not be left solely to the individual;
- The individual's manager is more likely to be involved in follow-up action;
- Decisions on how it links to reward need to be clear.

360-degree processes with a clear purpose and objectives are likely to be more effective, particularly when they are aligned with organisational strategies and goals and can be linked to existing processes within the organisation.

### Establishing the Process

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#### Gaining commitment

Commitment from senior management is a key influence on whether 360-degree feedback is seen as credible within the organisation. A 'top-down' approach, with senior managers receiving feedback on their own performance is one way of achieving this. There is evidence to suggest that senior management commitment can be gained through witnessing the success of the system in one part of the organisation, if their direct involvement is not possible at the outset.

A powerful way of gaining commitment to the introduction of 360-degree is to consult with participants who will be involved in the scheme, raters as well as recipients - for example, how the scheme should be structured and operated, and aspects of its content. It is only by following that kind of approach that fears are likely to be allayed and enough trust built up to let the scheme flourish.

## *The Raters*

Identifying the most appropriate people to rate the performance of the individual is a key part of the process. Ideally the recipient will have full involvement in identifying who they think is in the best position to comment on their performance. The raters must be credible to the recipient for them to act on the resulting feedback.

A frequent concern is that the person being rated may respond negatively to the information and may take it out on their raters. To minimise this concern, most feedback schemes promise anonymity for the raters.

The number of raters is important on two counts. First, the assessment has to be based on a large enough sample to ensure that it is valid; if it is too small, there is a danger that one rater's view will have a major impact on the overall results. Second, the sample of raters needs to be large enough that individual sources cannot be identified; a minimum of three to five people, depending on the circumstances. The implications for time and administrative effort involved are clear. Where there are fewer than three to five people available, it may be necessary to combine groups, for example, direct reports and peers to ensure confidentiality.

Once a decision is made on who has access to the ratings, this needs to be adhered to consistently through the life of the process. A change in who has access to the information is one of the most common reasons for lack of trust in the process. If there are good reasons to change, it is critical to seek the permission of the individuals involved before making that change.

## *The Questionnaire*

The instrument used in a 360-degree feedback process needs to describe the behaviours which relate to actual job performance. It also needs to be a reliable measurement tool. The further reading

section at the end of this document contains references which discuss the questions of reliability and validity in more detail.

Whether the same instrument is used across the organisation or for different job roles will depend on how relevant the behaviours are for the different groups involved. The instrument needs to describe specific work behaviours and ideally relate to existing measurement systems within the organisation, for example, competencies. It also needs to be in line with the organisation's culture and values.

The questionnaire needs to be relevant to the raters and their day-to-day involvement with the individual.

A well-designed questionnaire should offer respondents the opportunity to indicate where they have not had the opportunity to observe a behaviour, or where the behaviour is not relevant to the job, so as not to force them to guess.

While the majority of 360-degree feedback processes involve the use of a questionnaire, it is possible to run very effective programmes without the use of questionnaires. However, these programmes need to be managed with extreme caution and require a mature organisational culture and the support of a good facilitator.

## *The Structure of Feedback*

Another issue for consideration is the format for the feedback. Feedback can be provided through aggregating the ratings and presenting an average 'score' on each question, perhaps putting the self-rating alongside it. While this preserves anonymity, it does have the disadvantage of failing to identify important differences in perspective. Ideally, the ratings of the different groups are presented separately, and the range of the ratings (i.e. highest and lowest) as well as the averages included so that these differences in perspective are identified. If there are enough raters involved, this should not compromise anonymity. The feedback should also be reviewed for sensitivity in how the information on the ratings is presented and in particular how the implications of lower ratings are conveyed.

Some questionnaires include a free-written section in which other observations or comments may be made. This can help to throw more light on the ratings, but again the person giving the feedback needs to be sensitive in managing this information.

## Establishing the Resources

When planning a 360-degree feedback process, it is important to have an accurate view of the time and resource needed to roll it out effectively. This includes the time needed to set up and manage the programme, the administrative time in gathering the feedback and compiling reports, the time needed for those providing the feedback and the time and resource involved in giving that feedback to the individual and in supporting subsequent action.

## Resources for Development

Where 360-degree feedback is being used to encourage development, it is important to have considered in advance the resources needed to support such activity. It is very easy to concentrate on the mechanics of organising the process and lose sight of the original purpose of the feedback. The gathering of the 360-degree information is just the starting point in the development cycle. Considering the resources for subsequent development activity early in the process will help keep a focus on the overall objective. The feedback will provide a new understanding of development needs, but if there are no resources available to address these needs, it will be a frustrating experience for those involved.

## The Role of Technology in 360-degree Feedback

Increasingly, computers are used to support 360-degree feedback processes, and have considerable advantages in reducing the administration and in gathering feedback where people work on different sites and in different countries. When gathering information in this way, particularly where the Internet is the medium, it is important to ensure the process is secure and that the information will remain confidential to the agreed people involved in the process.

## Piloting

Piloting is critical in 360-degree feedback. It helps remove some of the uncertainties through allowing a group to experience the process. It provides useful information for further planning and communication. Piloting also allows for a review of the 360-degree instrument.

Ideally, the pilot group would have a positive attitude generally to 360-degree feedback and be willing to be open-minded and honest in their evaluation of how it worked.

Reviewing the effectiveness of the 360-degree instrument used is very important in the early stages of introducing the process. Consider the following:

- Is the feedback shaded too positively?
- Are appropriate development actions identified?
- Is the questionnaire user-friendly?
- Is the questionnaire relevant to the jobs of those taking part?

The technical qualities of the instrument are important. If there is good evidence available that it is reliable and valid, this may be less relevant, but if this is the first use of the instrument, or it has been designed specifically for this application, checking the technical qualities becomes more important.

Areas to consider here are:

- The extent to which it is reliable;
- The extent to which the items actually relate to the competency or area being assessed;
- The appropriate minimum number of items has been included to achieve the purpose of the exercise.

The numbers to be included in the pilot will be influenced by the need to technically review the instrument. For further guidance on designing reliable and effective instruments refer to *Further Reading* at the end of these guidelines.

## Monitoring Resource Requirements

Undertaking a pilot generates a realistic picture of the resources required to manage the process throughout the rest of the organisation. As well as administration time, valuable insights can be gained into the time required for those rating performance and those who are receiving feedback. A pilot also provides a realistic picture of how soon the feedback can be given to participants.

## Confidentiality

The confidentiality of the information for those taking part in the pilot will help to highlight some of the issues for subsequent roll-out. Clear information about who will have access to the pilot data is as important at this stage as it is throughout the process.

## Implementation

When it comes to the implementation stage of the programme, all of the lessons learned through the pilot should be considered. Any alterations and adaptations that will make implementation smoother should be made.

The most critical part of the implementation process is ensuring that everybody involved in the process is clear about what it involves and their specific role(s). To ensure this occurs:

- Clear and positive communication is pivotal;
- A point of contact for participants to refer to can help the roll out process, for example a 'helpline' for queries and concerns;
- It is beneficial to pinpoint an individual, or team, to take on responsibility for the administration of the system – this helps ensure that the procedure is running smoothly and any issues are resolved swiftly;
- One of the key roles of the administrator is to ensure people with low returns, either the person being rated or the people who are doing the rating, are followed up, and are completing the questionnaires. This is to keep up the momentum and is critical to the success of implementation. Technology based systems can help to reduce the workload involved in this;

- Deadlines need to be established and communicated to all participants, including information on when and how recipients will receive feedback;
- Constant monitoring of completion rates is recommended, this will help ensure that timescales are met.

Evidently briefing those who will receive feedback is crucial. It is also important to consider briefing the raters on the objectives of the scheme and some basic tips for completing the questionnaire, for example highlighting the importance of marking observed behaviour rather than 'gut feel'.

It is also necessary to consider, ideally prior to implementation, the resource implications of providing feedback. Setting out a timetable monitoring questionnaire completion and provision for feedback can help ensure that realistic timescales are set at the beginning of the programme.

## Feedback

Feedback is an integral part of any management process, not just 360-degree processes. The starting point for any subsequent action is the effective communication of the results of the exercise to the person receiving the feedback. How this is done, and by whom, will be influenced by the purpose of the exercise. Effective feedback is the springboard for subsequent development and is integral to the success of the process.

### How will the feedback be communicated?

The first question is whether the information is communicated face-to-face to the individual involved, with the support of a facilitator, or whether the feedback is delivered via a report, without the involvement of a facilitator.

Given that an individual is receiving sensitive information about how their colleagues, direct reports and manager view their performance, sensitivity is required. Best practice would be to make someone available to help interpret the results with that person.

Where face-to-face feedback is included in the programme, the people giving the feedback will need to have the skills to support this process. Training of feedback facilitators is an important part of the implementation. The facilitators need a good understanding of the organisation's policies on 360-degree feedback, close familiarity with both instrument and report, an awareness of the range of reactions individuals have to feedback, interpersonal skills in conducting a feedback session, and to be seen as trustworthy and credible.

Where 360-degree feedback is being given for development, discussion of the results with the facilitator can help focus the discussion on future development planning rather than focusing on the feedback itself. Skilled facilitators will help the individual to draw out evidence and make connections across different people and situations. It is this process that stimulates self-awareness and makes 360-degree feedback such a powerful process.

In cases where there is a more open organisational culture, the individual receiving the feedback might be encouraged to explore the meaning of the results with those providing the feedback. This can be invaluable in removing any ambiguity about the feedback as well as being a good starting point for subsequent development. It requires the support of a facilitator to ensure that the process is managed effectively and sensitively.

### When will the feedback be communicated?

Ideally, the 360-degree process would be designed so that the individual receives feedback as soon as possible after that feedback was given. Having shorter turn-around times maintains the momentum of the process as well as motivation for the individual. Given the pace of change in many organisations, shorter turn-around times will ensure that the feedback is still relevant for the role.

When planning the timing of the feedback, it is important to ensure that people receive it when there is support available to interpret the results. Providing a report without support, particularly prior to a weekend or going on holidays, is far from ideal, and can have strong negative consequences.

If the feedback facilitators do a number of feedback sessions, they can provide very valuable information about the themes across the sessions. This would evidently need to be done without compromising individual confidentiality. This information could feed into the management development process to help tackle some of the wider organisational issues.

## Review

Reviewing the success of the programme is a widely overlooked part of the implementation process. Too often, organisations assume that by introducing a process it will automatically be a success. The key question is whether the 360-degree feedback met its original purpose. If the original purpose was to improve performance, have relevant development needs been identified? If it was to support the performance appraisal process, has the process supplied the required information in a fair and credible way?

From an organisational perspective, if the 360-degree process is repeated, an invaluable indicator of the effectiveness of the process is the extent to which the ratings of performance improve over time. However, it is useful, from an individual perspective, to make people aware that while their performance might improve, their ratings might not fully reflect the degree of improvement that they have made. This is because the very fact of doing 360-degree feedback raises expectations and increases knowledge of expected behaviour, and means that individuals are unlikely to become complacent, but it needs to be managed carefully.

### Planning

By considering the review at the planning stage, it is possible to introduce measures to gather feedback on the wider process as it is being rolled out. Following the pilot, this can be done in a structured way through feedback forms, although care needs to be taken in not adding too much to the burden of form filling.

### Qualitative Review

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Once the process has been rolled out, a qualitative review with the key people involved will provide invaluable information on whether it has met its purpose. This includes those receiving feedback, those doing the rating, those facilitating the feedback and the line managers of those involved. It might also be appropriate to gather a more strategic view of the impact of the feedback. The timing of the review will depend on the original purpose, with more time needed when the purpose was development. Practicality is very relevant at this stage of the review:

- Does the programme allow raters sufficient time to complete the questionnaires?
- How easy is it to manage the feedback process?
- How comfortable are recipients with the feedback given?

### The Questionnaire

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While the technical qualities of the instrument will be examined in the pilot, greater numbers will be available once the process has been rolled out. The key question here is does the questionnaire measure what it set out to measure?

- Is it consistent with and link to other relevant indicators of performance in the organisation?
- Do individuals gather development information?
- Do raters use the rating system effectively?
- Is it reliable?
- Does it 'look' right?
- The aggregate data from the questionnaires can provide useful information in identifying patterns of strengths and development needs across the participating group. This information can be used to feed into development planning at a strategic level, to ensure that the organisation has people with the relevant skills to meet its objectives.

## Acknowledgements

The original idea of developing Best Practice Guidelines in 360-degree feedback was developed from a collaborative research project, *The Feedback Project*. This project was sponsored by the organisations supporting the guidelines and the Project Director was Professor Christine Farrell, whose influence in stimulating the production of these guidelines is very gratefully acknowledged.

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## Further Information

This guide is for general interest - it is always essential to take advice on specific issues. We believe that the facts are correct as at the date of publication, but there may be certain errors and omissions for which we cannot be responsible.

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### Acknowledgement:

<sup>1</sup> The guidelines were produced with the active support and funding of the following organisations:

- Chartered Institute of Personnel and Development, South West London Branch
- SHL
- The British Psychological Society
- The Department of Trade and Industry
- University of Surrey Roehampton

The following contributed to the development of the guidelines:

- Áine Gray, SHL
- Antonia Lewis, SHL
- Clive Fletcher, BPS, Division of Occupational Psychology
- Eugene Burke, SHL
- John Mackay, Small Business Service, Department of Trade and Industry
- Mark Kubilius, Management Best Practice Directorate, Department of Trade and Industry
- Pat Lindley, BPS Steering Committee on Test Standards

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Publication issued or updated on:  
16 January 2012

Ref: 461

