

# Outputs vs. Outcomes

Since outcomes are sometimes confused with outputs, I'd like to review the difference again.

Here are the distinguishing characteristics:

- **Outputs** are the direct and measurable products of a program's activities and services
- **Outcomes** are the results or impact of the activities or services

Output	Outcome
# of new mothers receiving 6 home visits	Participating new mothers increase their knowledge of child development
# of funding proposals submitted # of potential individual donors	Increased and diversified resources for the program
# of meetings held with legislators # of legislators receiving policy option paper	Increased legislator's awareness of policy options
Board job descriptions developed Board policy manual written and approved	Board members understand their responsibilities