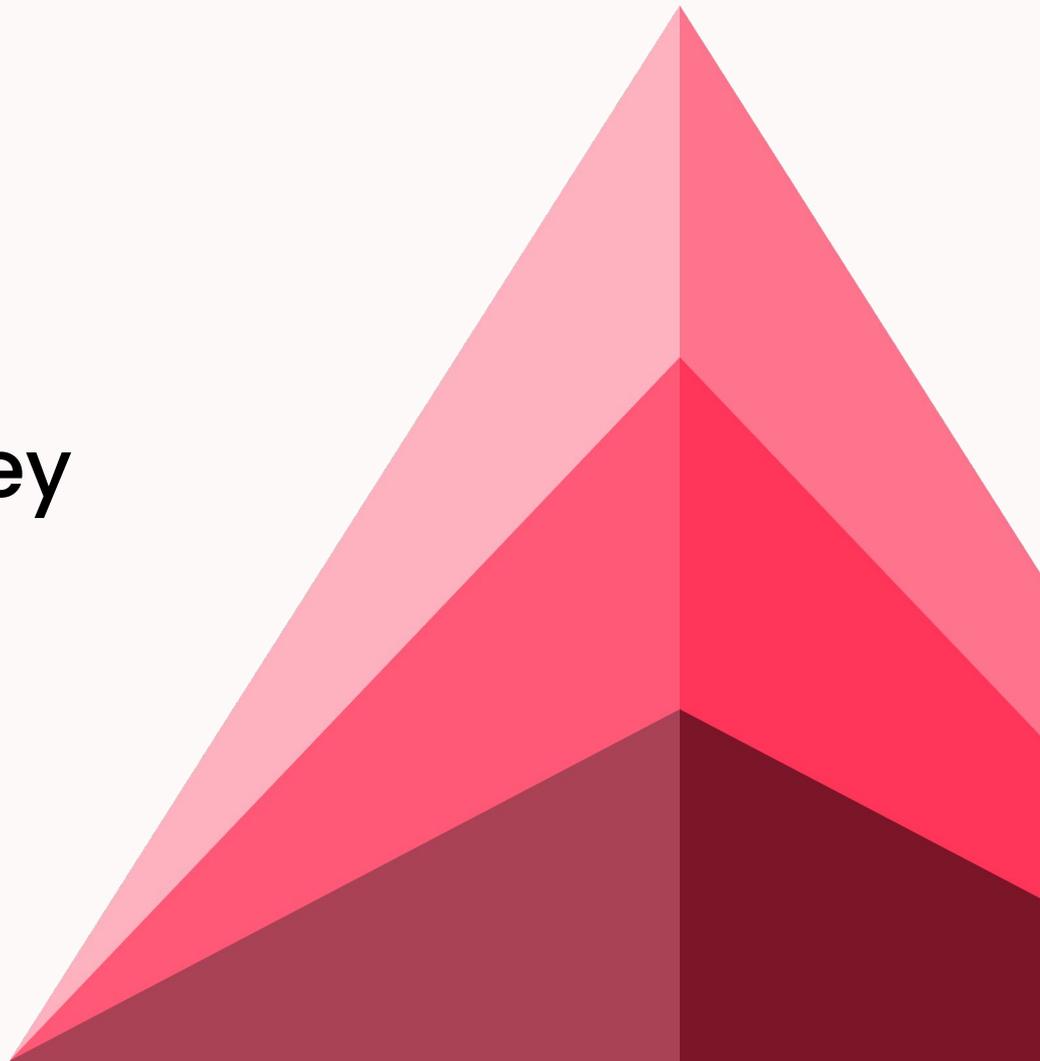




# Pavilion Pulse Benchmarking Survey August 2022

*Full data available exclusively for  
Pavilion Executive Members*

In partnership with  
Benchmark Research Partners



# Trends and Insights

- 68% of participants reporting missing their monthly target for July (as compared to 56% who said the same for June)
- Nearly half of respondents have adjusted their revenue targets for the year.
  - 3 in 4 now believe they will hit their revised target.
- Hiring has continued to slow, with 62% of executives reported they have paused or stopped hiring vs 58% last month
- Layoffs held steady compared to June, with 19% of executives reported they have gone through layoffs

**Additional performance and functional data are available exclusively to Pavilion Executive Members. To access full survey insights and raw data, join Pavilion at the link below.**



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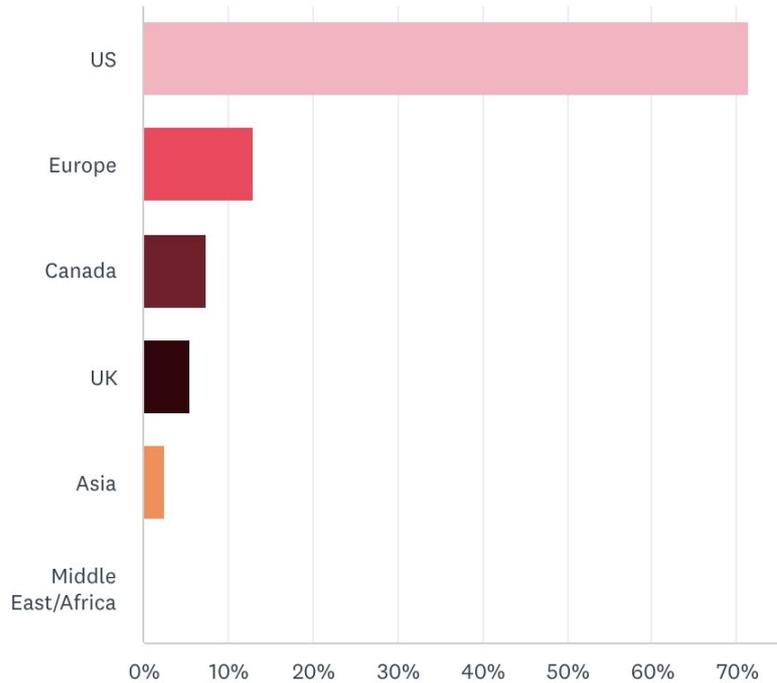
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CEO Pavilion

[Learn more](#)

# Demographics

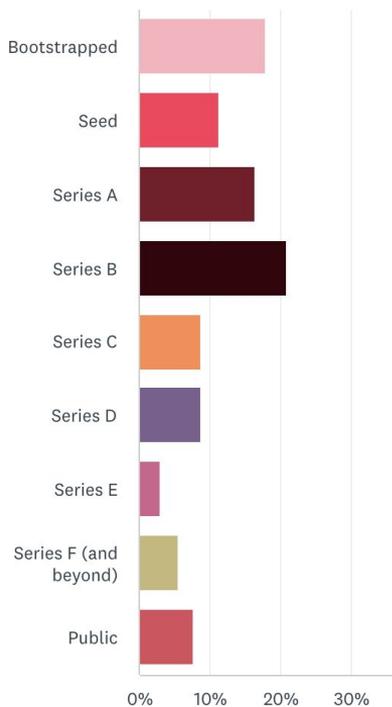
# Where are you based?

Answered: 200 Skipped: 0



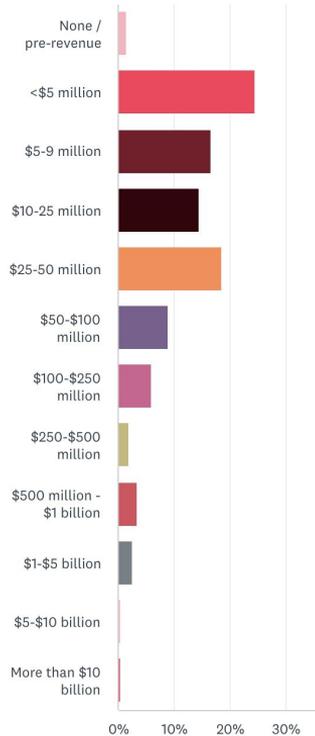
# What is your company's funding stage?

Answered: 196 Skipped: 4



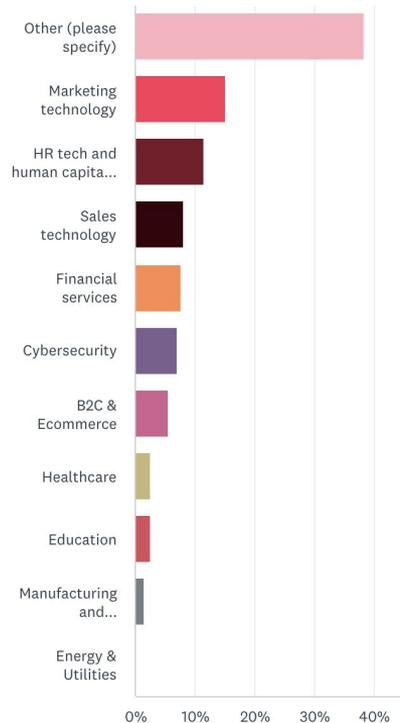
# What is your company's ARR range?

Answered: 199 Skipped: 1



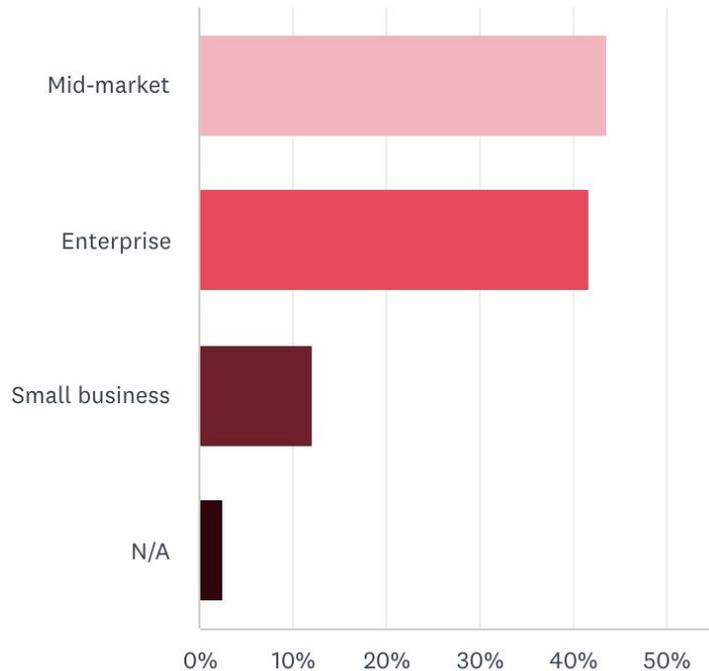
# What is your company's industry/category?

Answered: 198 Skipped: 2



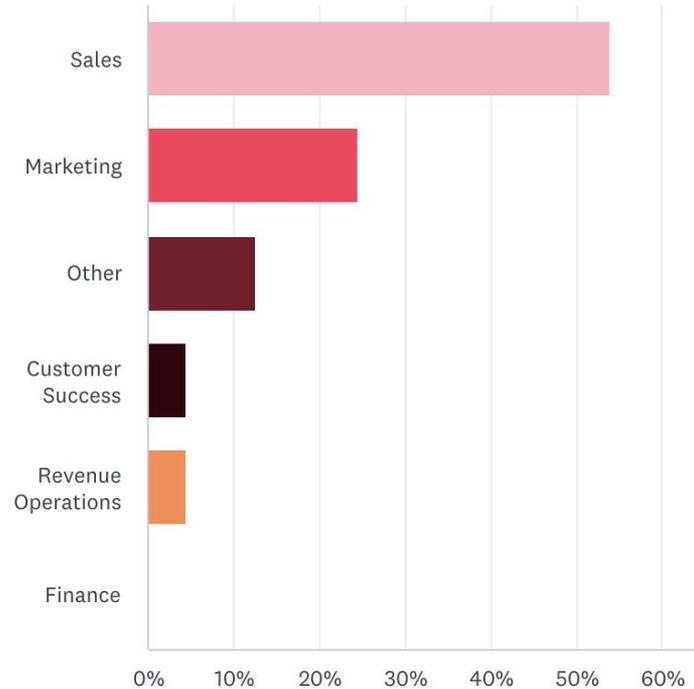
# What is your company's primary sales focus?

Answered: 199 Skipped: 1



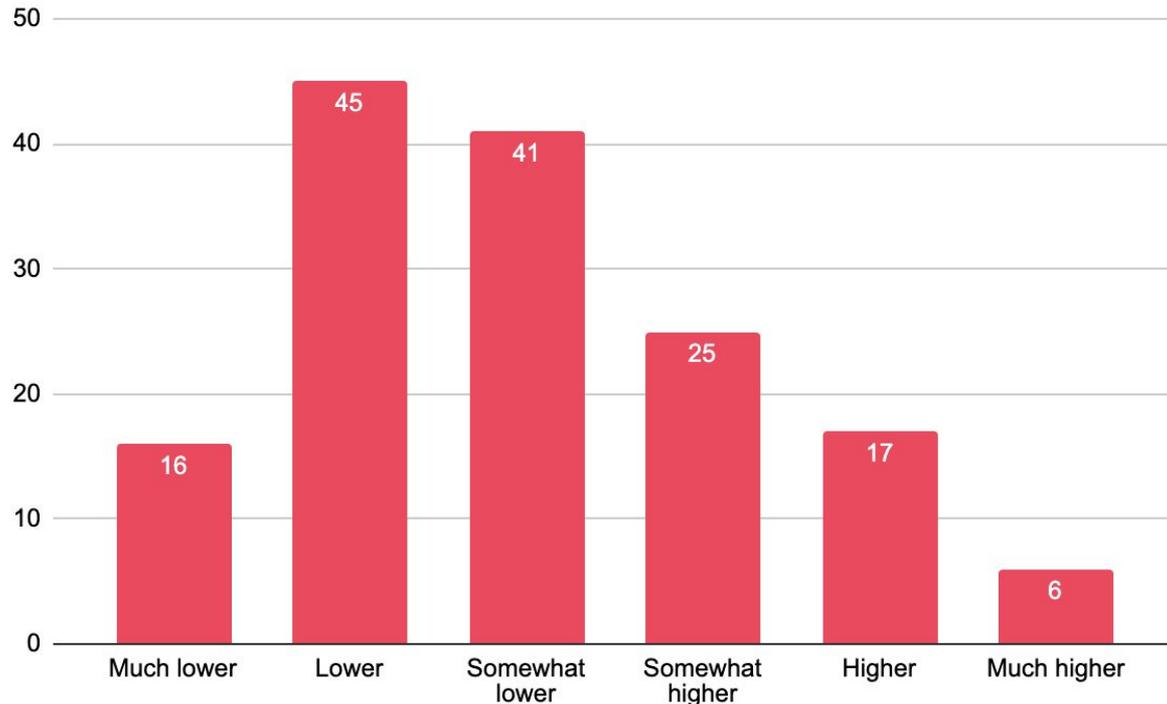
# What is your primary function?

Answered: 200 Skipped: 0



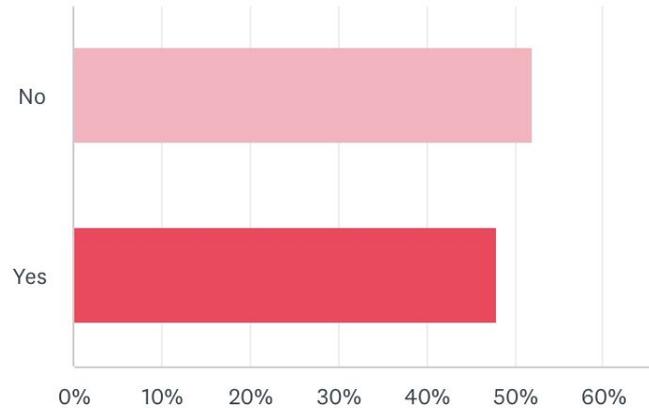
# Revenue Performance

# Was new revenue higher/lower than your July 2022 target?

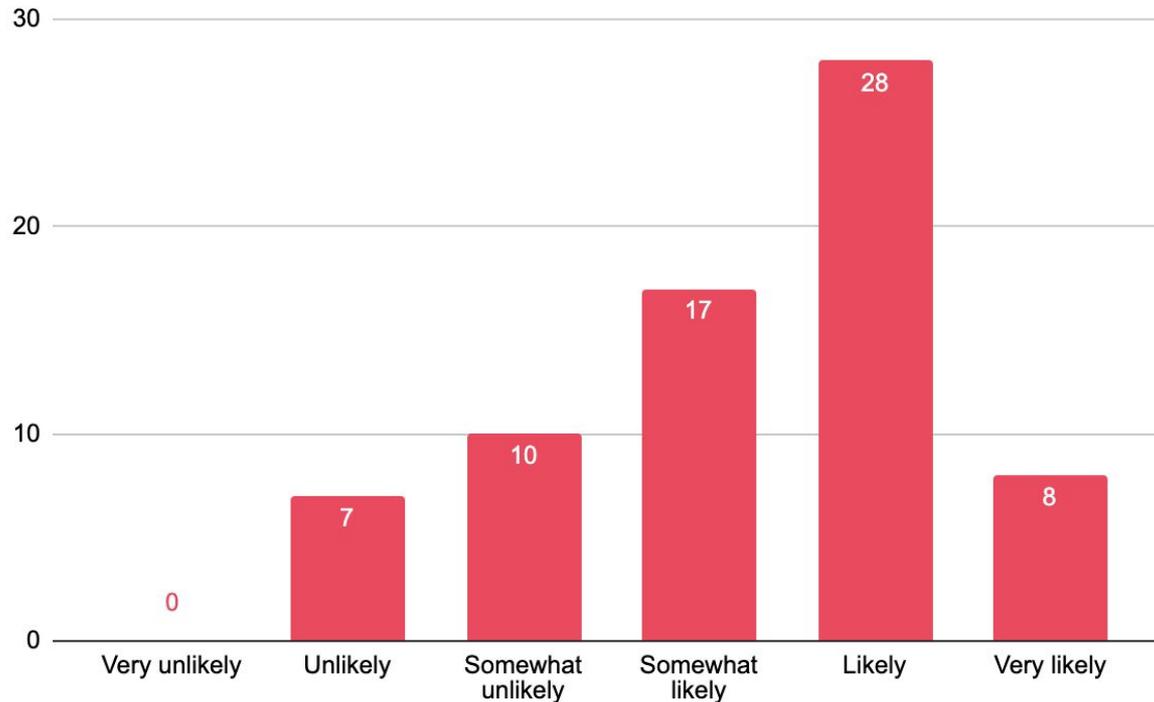


# Have you adjusted your revenue targets for the year?

Answered: 200 Skipped: 0



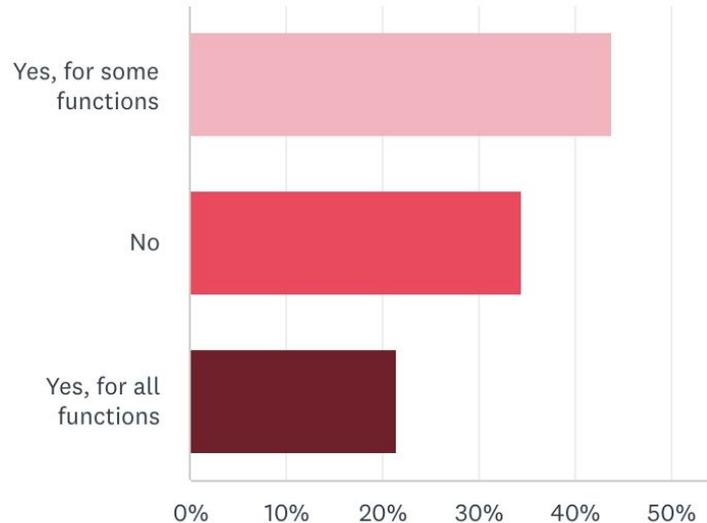
# How likely are you to hit your *revised* 2022 revenue target?



# Hiring and Planning Performance

# Have you stopped or paused hiring to prepare for uncertain market conditions?

Answered: 200 Skipped: 0



# Have you laid off any employees to prepare for uncertain market conditions?

Answered: 199 Skipped: 1

