

## **ABSTRACT**

*Telkom University is one of the universities in Indonesia that is achieving its dream of becoming a Research and Entrepreneurial University in the period 2019-2023. In achieving its dream, Telkom University uses strategic targets as a measure of achieving the goals set out in the Strategic Plan 2019-2023. The measure of achievement is then revealed to be the main performance indicator. In its implementation, contract management has several problems including the incompatibility between targets and the weight set with resources and the link between indicators in the contract management is unclear so that these problems need to be addressed by using the Interpretive Structural Modeling (ISM) method. The relationship between strategic objectives is obtained from the results of expert judgment that has been identified using the Geo Mean calculation, then the data is processed using the ISM method so that the proposed design of ISM strategic objectives is obtained. In this research also explained the steps in reducing strategic goals into management contracts each year, namely by considering the achievements that have been made by the institution, adjusting the target achievement of the institution with international standard achievement targets, adjusting to the design of ISM strategic objectives and adjustments to capabilities and resources so that we can determine the weight of each indicator accurate.*

*Keyword: Strategic Objective, Key Performance Indicator, Contract Management, Interpretive Structural Modeling (ISM).*