

Strategic Enrollment Planning Forum

Tuesday, November 5, 2013

Data Driven Dialogue

Phase 1: Activating and Engaging (5 min)

Surfacing experiences, possibilities, and expectations

Groups have not even seen the data yet. This is the time for participants to activate prior knowledge, surface assumptions, and make predictions to create the readiness to talk about the data.

Possible questions:

- With what assumptions are we entering? (i.e. With what *enrollment* assumptions are we entering?)
- What are some questions we are asking?

Phase 2: Exploring and Discovering (10 min)

Analyzing the data

Participants engage with the actual data. The groups work with one or two significant pieces of data.

Possible questions:

- What important points seem to “pop out”?
- What seems to be surprising or unexpected?

Phase 3: Focusing for Further Investigations (15 min)

Generating hypotheses

Groups begin to generate possible explanations for the results.

Possible questions:

- What inferences, explanations, and conclusions might we draw? (Causation)
- What additional data sources might we explore to verify our explanations? (Confirmation)
- What are some solutions we might explore as a result of our conclusions? (Action)
- What data will we need to collect to guide implementation? (Calibration)

Discussion Summary

Phase 1: Activating and Engaging

Phase 2: Exploring and Discovering

Phase 3: Focusing for Further Investigations