MANNHEIM BUSINESS SCHOOL

DATA LITERACY & DATA INTUITION:

MAKING SMARTER DECISIONS WITH DATA

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Data Literacy & Data Intuition

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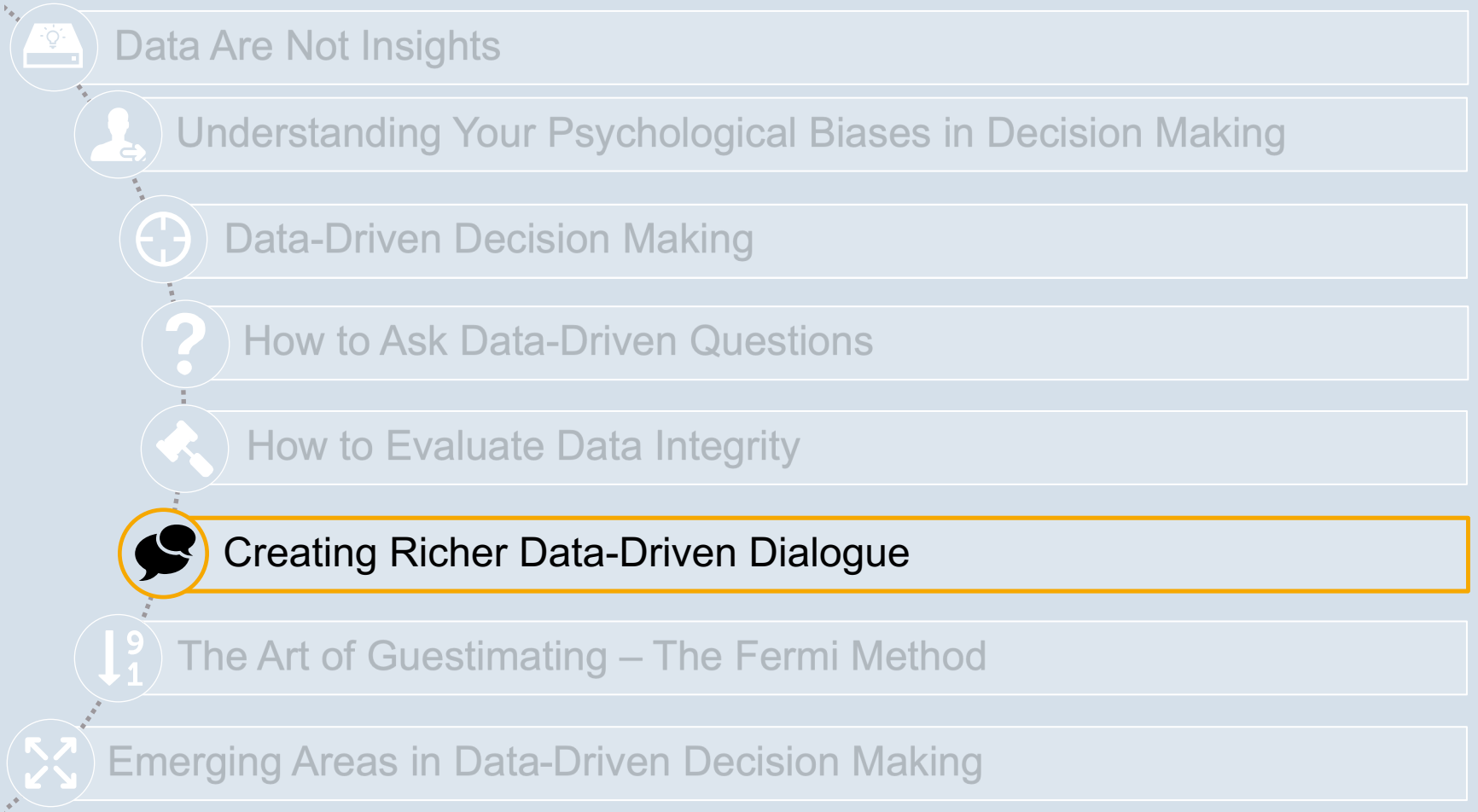
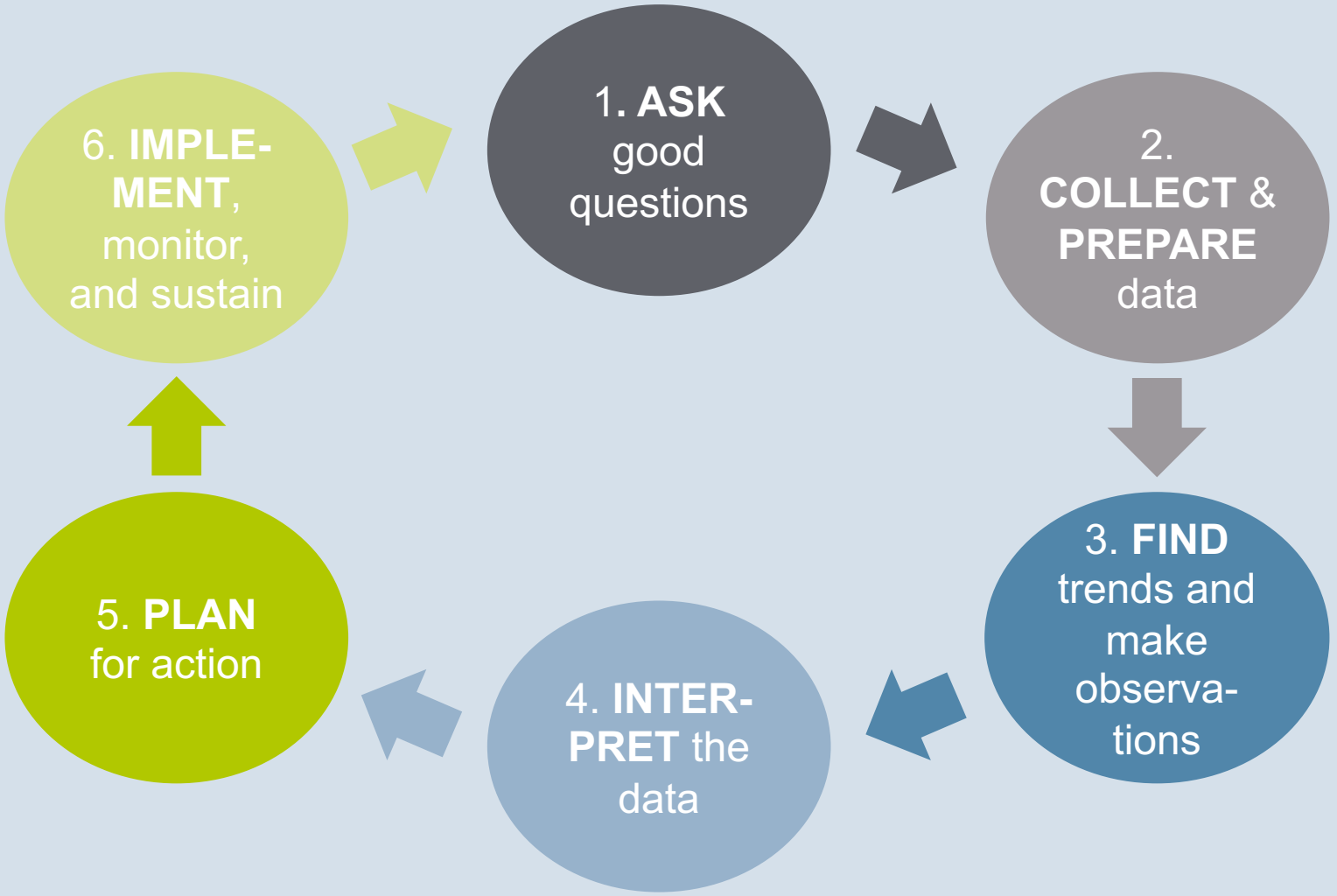


Data Driven Dialogue – an Overview



Data Driven Dialogue – What is Needed?

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The Three Phases of Data Driven Dialogue

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Phase I – Predictions

- Surfacing assumptions
- Making predictions
- …

Phase II – Observations

- Engage with actual data
- Note only the facts

Phase III – Inferences

- Generate explanations for your observations

Data-Driven Dialogue – Phase 1

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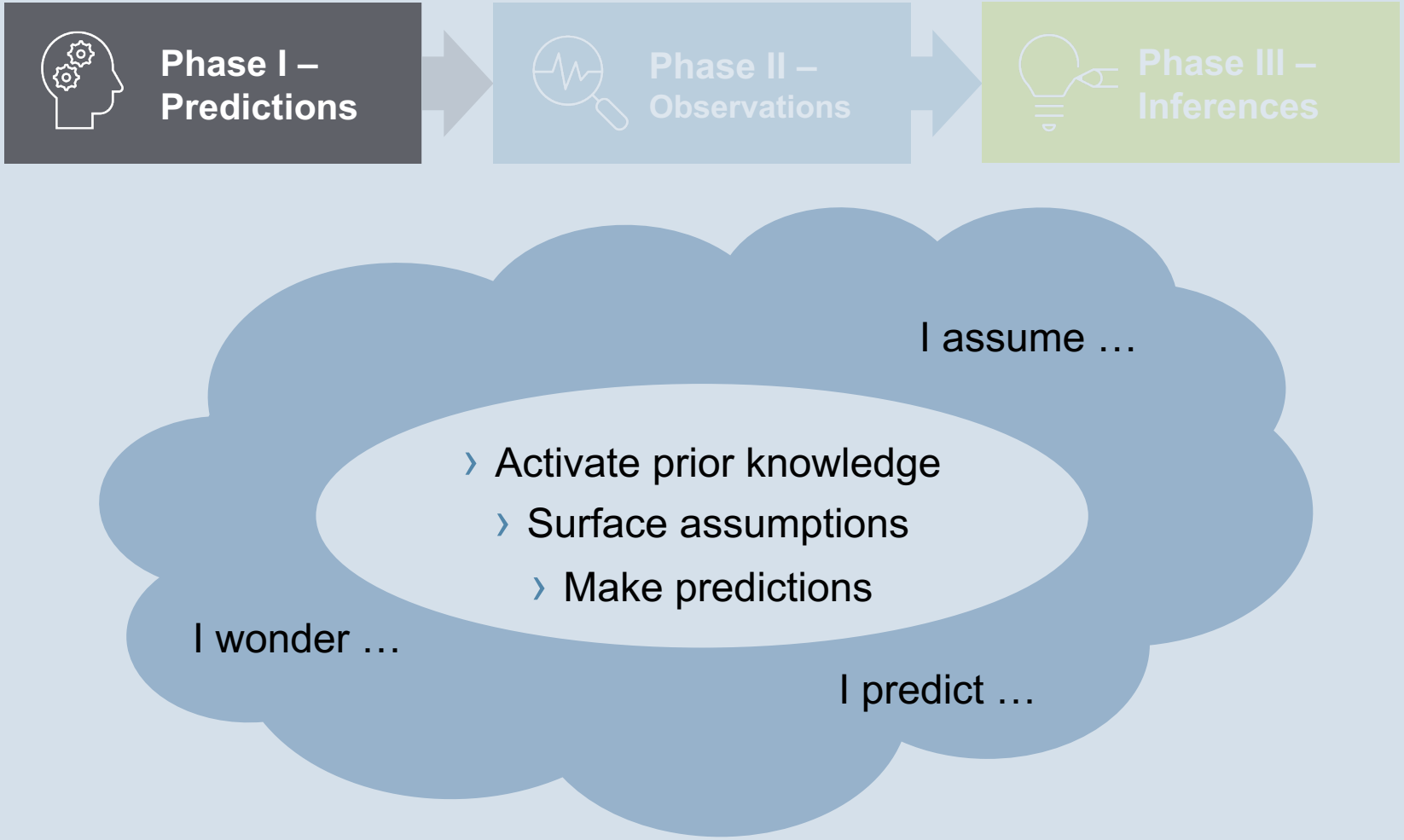

Data-Driven Dialogue – Phase 2

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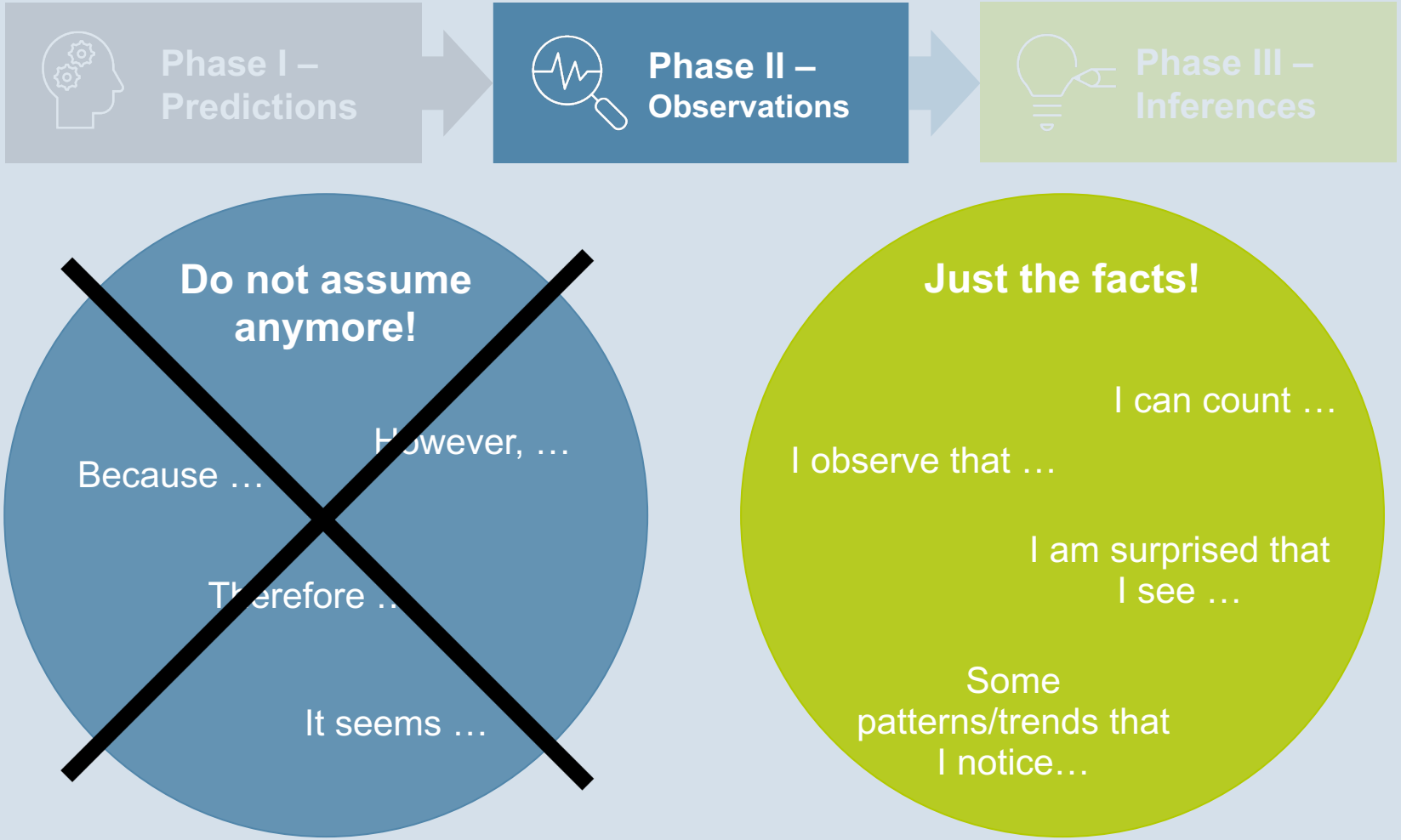

Data-Driven Dialogue – Phase 3

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Phase I – Predictions

Phase II – Observations

Phase III – Inferences

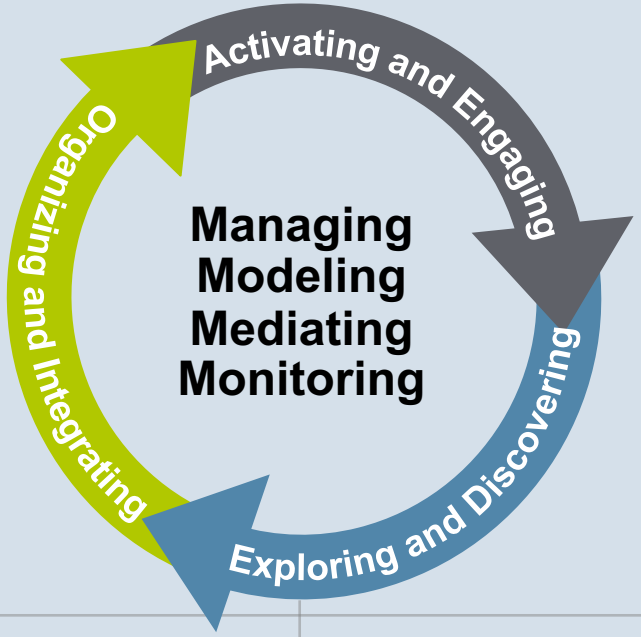
Generate multiple **explanations** for your observations

Identify additional data to **confirm or contradict** your explanations

Propose **solutions/responses**

Identify data needed to **monitor implementation** of your solutions/responses

The Collaborative Learning Cycle



Activating and Engaging

Surfacing experiences and expectations

Exploring and Discovering

Analyzing the data

Organizing and Integrating

Generating theory

The Collaborative Learning Cycle – Phase 1: Activating and Engaging

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Tips for success:

Distinguish between predictions and assumptions.

Develop predictions and related assumptions concurrently.

Record predictions and their related assumptions.

Record predictions on a facsimile of the data display.

If group members do not agree on their predictions or assumptions, record more than one set of predictions and their related assumptions.

The Collaborative Learning Cycle – Phase 2: Exploring and Discovering

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Tips for success:

Provide time to orient to the data displays before talking.

Develop a sequence for exploration and designate a starting point.

Apply structures and protocols to balance participation.

Establish a public recording protocol.

Chart observations in language that is concise and specific.

The Collaborative Learning Cycle – Phase 3: Organizing and Integrating

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Tips for success:

Study success.

Generate multiple theories of causation.

Seek calibrating data that are in existing archives.

Generate multiple theories of solution.

Make sure goals are clear and measurable.