Slide 1 – Title Slide

Slide 2 – Scan to get Credit

Slide 3: Presenters
- Alan Gasvoda – Sr Manager End User Productivity – Milwaukee Tool
- Carrie Struss – Director Continuous Improvement – Milwaukee Tool
- Mark Lotspeich – Research and Efficiency Manager – Dynalectric -Oregon

Slide 4: Decisions
Each day we all make decisions that impact our organization's direction.
Learn how to develop simple, practical data-informed solutions that will compliment opinions, past experiences, and knowledge to improve the effectiveness of your decisions.

Slide 5: Learning Objectives:
1. Learn the difference between data-driven and data-informed
2. Understand practical techniques to gather data that will help you make better more informed decisions
3. Learn how to leverage no-code/low-code, low-cost options to help your employees make informed decisions
4. Develop your personal action plan, to easily apply these principles to your work

USES FOR GATHERED DATA
Risk Mitigation
Problem Solving
Performance Insight
Continuous Improvement
Professional Growth
Decision Making
Accountability

Slide 6: Data Driven vs Data Informed

Slide 7: Inside out vs Good Will Hunting
- Emotional vs Data driven decisions

Slide 8: Data Driven vs Data Informed
There are two extremes to the pendulum swing of decision making: gut-feel on one end and data-driven on the other. Data informed decision-making lives happily between these two extremes.

Slide 9: Practical Data Gathering Techniques

Slide 10: Have a purpose

Data should influence action.

What do you want to do with the data?

- Increase visibility
- Increase transparency
- Improve safety
- Generate accountability
- Evaluate performance
- Optimize workflows
- Develop leading indicators
- Maximize company culture

Slide 11: Active or Passive Data gathering

Active: Collected with time, energy, purpose. These are the "go to Gemba" job walks, phone calls, surveys, face-to-face meetings and the like.

Passive: This method typically employs automation or tech to pull data (how much, how long, by who, when, at what cost, etc.) from digital mediums

Pros and Cons

Active data

- tends to be more subjective
- limited in frequency
- offers in-depth insight
- opportunity to grow relationships
- is real-time and allows you to be proactive. "I need to change in order to succeed."

Passive data

- tends to be more objective
- available in greater quantity and frequency
- Less labor intensive to acquire
- Typically historical and does not allow you to change a present outcome
- Can be used to influence future actions to address systemic issues
- Usually more reactive focused. I wasn't successful. Why?

Slide 12: Leading vs Lagging Metrics

Leading. Where you are going. Helps influence the outcome. Windshield/Dashboard

Lagging. Where you have been. Reports the outcome. Rearview Mirror.

Examples - # of people wearing PPE (vs # injured), Calories consumed per day (vs Weight), Bids won (vs Annual revenue)

Slide 13: Bringing Data to Life
Once you have data…what do you do with it? How do you bring value to your operation from this data?

Slide 14: Simple and Effective Tools
- Visual Data Management
- No-Code/Low Code Data Management
- Reporting and Visualizations

Remember, keep it simple!
Where does the data reside, how is it made available, how it is allocated will determine the amount of coding required with any of these options.
- **Simple Visual Management** – Whiteboard or Similar
- **Microsoft Suite -** Don't underestimate just how much you may have at your fingertips with this.
- **Low-Code / No-Code** – Microsoft Suite, JotForm, Appian, Power Apps, Quickbase, etc.
- **Visualization** – Power BI, Tableau, Klifolio and more
- **Power Aps** – Custom low code apps

Slide 15: Visual Data Management
Data when properly visualized should tell a story quickly within 10 seconds, like a scoreboard at a baseball game.
Are we winning or Losing or what action is required?

People play differently if they are keeping score - imagine walking through a park and seeing a group playing basketball or soccer. You can tell if they are keeping score just by watching.

- Intensity, Teamwork, Better shot selection, aggressive defense, & celebrations are all examples of fully engaged teams that are trying to improve the score

   Characteristics of a compelling scoreboard:
   1. Simple
   2. Easy to see/visible
   3. Lead & Lag metrics
   4. Able to act at a glance

Most companies look at Data to improve performance. DON'T overlook the opportunity to improve CULTURE
A players Scoreboard is essential to motivate the team to win.

Slide 16: No-code / Low-Code to Reporting & Visualization
- Tell the story with data. If a picture is worth 1,000 words… Then a chart is worth 1,000 numbers
- Few people grab and understand numerical trends by pouring over a spreadsheet…but if that spreadsheet is made visual via charts, then communicating the data just got much easier.

Slide 17: Personal Action Plan
What will you do tomorrow to improve your decision making

Slide 18: Quit Talking and begin doing
Think about a metric that is important

Slide 19: Write it Down
Blank template

Slide 20: Write it Down
Example

Slide 21: Summary
1. Data Driven vs Data Informed
2. Data gathering techniques
3. Bringing Data to life
4. Personal Action plan

Slide 22: Recommended Reading
- Traction – Get a Grip on your business by Gino Wickman
- Measure what Matters – by John Doerr
- The 4 Disciplines of Execution – by McChesney, Covey, Huling
- Atomic Habits – by James Clear