**NSCA 2.0 Stakeholder Training**

**Day 3: KPI and CMM Interpretation Exercise**

**Exercise Guidance**

**Focus of Exercise:** Provide specific questions to each team: What are gaps? Why could this be happening? How would you invest to bring performance to the next level?

**Supplies Needed:** None

**Support Materials:** KPI and CMM output handouts – both tables and dashboard, copy of indicator reference sheet for KPIs for each table, disparity analysis handout

**Estimated Time:** 30 minutes

**Trainer Notes:**

* Groups for this exercise will be constrained to each table of trainees.
* Review the key goals of the task with all trainees:
  + Become familiar with looking at KPI and CMM output together
  + Practice interpreting KPI and CMM output together
* Ask each table to review the handouts provided and work as a team to interpret the combined KPI and CMM findings:
  + What do the findings tell you about the performance of the supply chain?
  + Where is the supply chain system functioning well?
  + Where are there opportunities for improvements in the supply chain system?
* Give each table approximately 10 minutes to put together their thoughts in response to the prompts above.
* After 10 minutes, bring the group back together. Ask each table to present their thoughts to the full group. Allow for some discussion. This segment should take 10 minutes.
* Ask the trainees to review the disparity analysis handout. Discuss the scenarios presented and how that might play out in the assessments the trainees may subsequently conduct. This segment should take the remaining 10 minutes.
* Close the exercise
  + Be sure to emphasize that the data must be considered together – both CMM and KPI – to get a clearer picture of what is going on within a supply chain.
  + Be sure to point out that the data may not always point neatly to the places that need strengthening – that it is important to look for where one part of the supply chain may be impacting another part of the system.