
Creating Unlikely Strategic Partnerships

For this exercise, focus on key institutional outcome (e.g., “Enrollment,” “Retention,” “Completion,” etc.).

Second, provide detail about a particular initiative aligned with that outcome (e.g., “more efficient reporting,” “including predictive scores,” etc.).

Map Out the Key Pieces

- 1 When you usually try to tackle this outcome through analysis, are there any “**Constants**”? These are departments or people who are always part of the process.

- 2 Are there any departments that could be valuable contributors but are not? Don’t limit yourself to who “probably would”—try to identify as wide a range of potential contributors as possible.

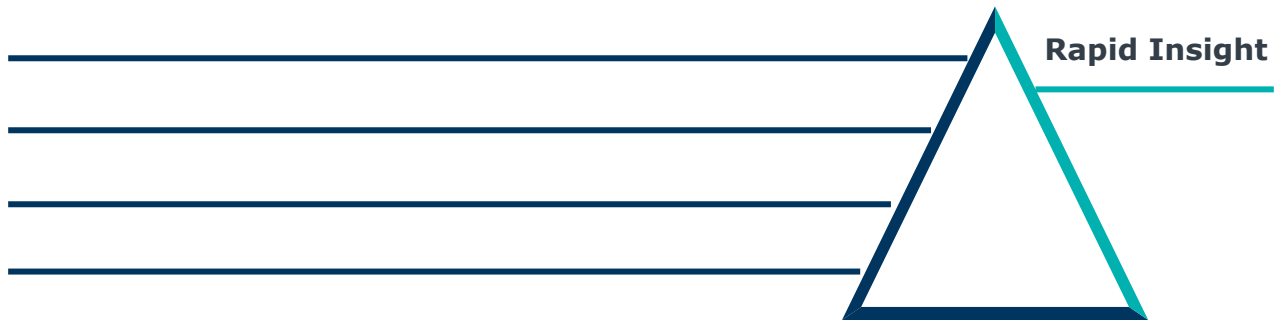
- 3 Choosing one of the possibilities from Step 2, brainstorm how that relationship might look. Include any benefits that the specified ally could expect from your partnership!

Alignment Across Applications

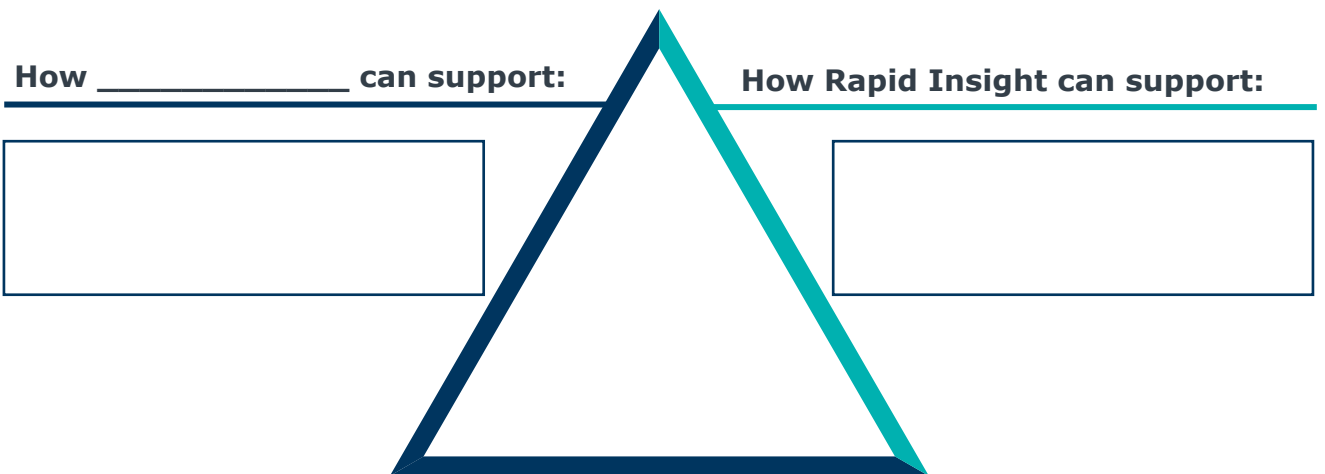
1 Which key institutional data effort are you hoping to enhance? Applications can align for any number of purposes, so it's important to focus your efforts on one general task at a time.

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|--|---|
| <input type="checkbox"/> Admissions Recruiting | <input type="checkbox"/> Enrollment Yield |
| <input type="checkbox"/> Accreditation/Consortia Reporting | <input type="checkbox"/> Institutional Operations |
| <input type="checkbox"/> Other: | <input type="text"/> |

2 What other applications at your institution may complement one another?



3 Pick one of the applications from the list above and identify where the strengths of one app can account for the weaknesses of the other. For now, this exercise is according to best of your knowledge. Later, you can reach out to a colleague who knows more about the application too!






Addressing Genuine Gaps

Strategically addressing gaps in your data processes is a two-step effort. First, you may need to search for gaps that are “hiding” as simple inefficiencies. Then, the choice remains: Which gaps *should* you work to address?

Finding Gaps

Use these prompts to guide your thoughts. Feel free to write down any gaps that don't fit in these categories too.

 <p>Desired resources that do not exist</p>	 <p>Current tasks that are work-arounds</p>	 <p>Frequent requests that may hint at system shortcomings</p>
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Prioritizing Work

In most cases, there will be more gaps and inefficiencies than you can resolve with your allocated staffing. Use the following table to prioritize which gaps present the optimal cost-to-benefit ratio.

Gap	Barriers to “Filling It”	Level of End-User Interest	Alignment with Leadership Priorities

Inclusivity in Analytics

Following is an excellent way to begin thinking about your modeling project in terms of the departments and the “networks” associated with your outcomes. Beginning with this focus on “entities” that are valuable to your analysis will guide your efforts toward identifying departments and allies who can combine their localized subject-matter expertise with your analytical capacity.

