

Process	Strategic	Organizational	A	Application Skillsets
			L	Leadership Skillsets
			BP	Best Practices
Plan / Development	<ul style="list-style-type: none"> Plan formulation and objectives Timeline Long term vs short term 	<ul style="list-style-type: none"> Org Structure CxO Reporting hierarchy wrt BI Communication Flows Biz Decision-making process Resources 	A	<ul style="list-style-type: none"> Proj Mgmt, Tools, Teamwork
			L	<ul style="list-style-type: none"> Vir Team Mgmt, Org Skills, Direction setting
			BP	<ul style="list-style-type: none"> PMP Cert, Timelines, Comms
Data Collection	<ul style="list-style-type: none"> Modeling Methodologies 	<ul style="list-style-type: none"> Orgs contributing Customer Feedback / Insights 	A	<ul style="list-style-type: none"> Methodologies, tools, 1st/2nd skills
			L	<ul style="list-style-type: none"> Applicability, analytics and data insights
			BP	<ul style="list-style-type: none"> Proven techniques, use cases
Data Analytics	<ul style="list-style-type: none"> Compiling / Analyzing 	<ul style="list-style-type: none"> Core-team consensus vs individual analysis Group dynamics and management 	A	<ul style="list-style-type: none"> Compilation methods, data usage
			L	<ul style="list-style-type: none"> Proven techniques, use cases
			BP	<ul style="list-style-type: none"> Applicability, analytics and data insights
Results	<ul style="list-style-type: none"> Modeling Gaps Opps to exploit 	<ul style="list-style-type: none"> Data driven deliverables Corporate objectives intact / consistency of focus 	A	<ul style="list-style-type: none"> Deliverables structure and format
			L	<ul style="list-style-type: none"> Effective presentation of data
			BP	<ul style="list-style-type: none"> Efficiency, info-graphics, intelligence
Interpretation	<ul style="list-style-type: none"> Sales Forecasting Competitive Impacts 	<ul style="list-style-type: none"> Organizational Structure Communication Responsibilities 	A	<ul style="list-style-type: none"> "So What?" perspective. Beyond data acquisition and compiling
			L	<ul style="list-style-type: none"> Effective presentation of data for customer usage
			BP	<ul style="list-style-type: none"> Use cases, gap analysis, applicability
Reconciliation	<ul style="list-style-type: none"> Validation Confirmation Business Unit / Regional alignment 	<ul style="list-style-type: none"> Peripheral support orgs External Relationships / Knowledge Suppliers Channel partnership 	A	<ul style="list-style-type: none"> Interconnects w/other groups, x-reference data
			L	<ul style="list-style-type: none"> Accountability for gaps, disconnects, overlaps
			BP	<ul style="list-style-type: none"> Assumptive CI techniques, resolution
Actions	<ul style="list-style-type: none"> Development of tactical / strategic plan Execution requirements 	<ul style="list-style-type: none"> R&R's Feedback mechanisms 	A	<ul style="list-style-type: none"> Clarity in action steps, recommendations
			L	<ul style="list-style-type: none"> Manage actions, engage in implementation
			BP	<ul style="list-style-type: none"> Lead actions
Learnings	<ul style="list-style-type: none"> Distribution / Comm throughout company Imple into future CI models Impacts / Imprvmts to Company financial model 	<ul style="list-style-type: none"> Org behavior and reporting structure Customer feedback / Insights 	A	<ul style="list-style-type: none"> Circular Learning Methods
			L	<ul style="list-style-type: none"> Drive changes in thought processes
			BP	<ul style="list-style-type: none"> Perpetual cycle and Corp behavior