

Do you speak a second language?



Do you "speak data"?



Key Issues

1. What is data literacy, and why is it critical to becoming a data-driven business?

2. How do you explain data literacy? An example.

3. When and how to get started?



Key Issues

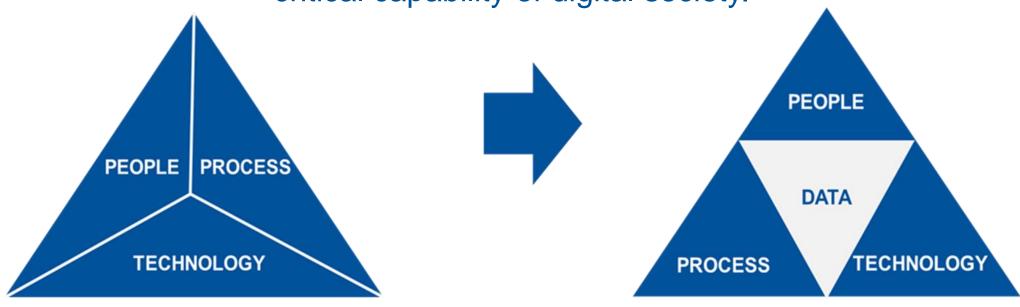
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Defining Data Literacy: The New Core Capability of Digital Society

While conversant in the "people, process and technology" capabilities of business change, most executives and professionals do not speak "data" fluently as the new critical capability of digital society.



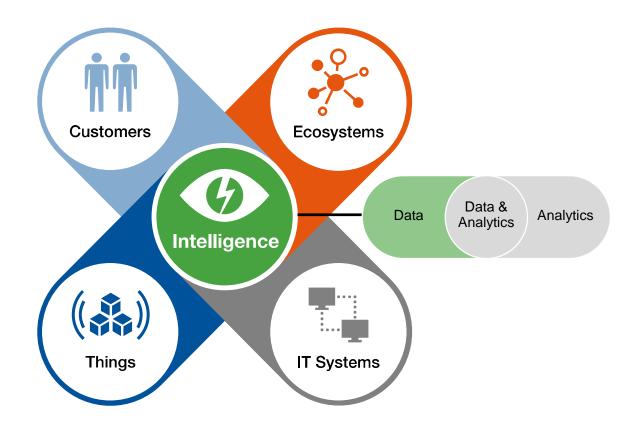
Gartner formally defines data literacy as: The ability to read, write and communicate data in context, including an understanding of data sources and constructs, analytical methods and techniques applied, and the ability to describe the use-case application and resulting value.

Informally ... do you "speak data?"



Digital Context: Data and Analytics at the Heart of It All

Data and analytics are central to competitive differentiation, innovation, process automation and powering new business models ...

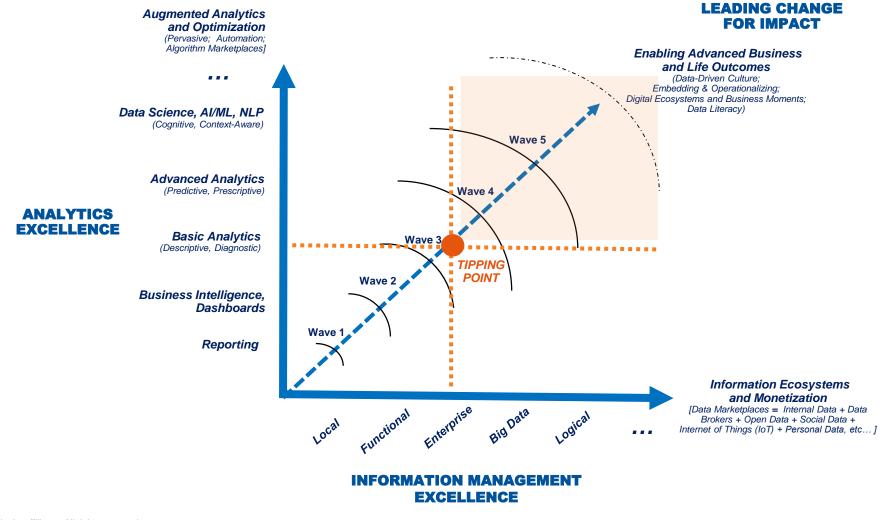


... and this is only going to get more complex, with data and analytics pervasive to every industry, process, role and decision.



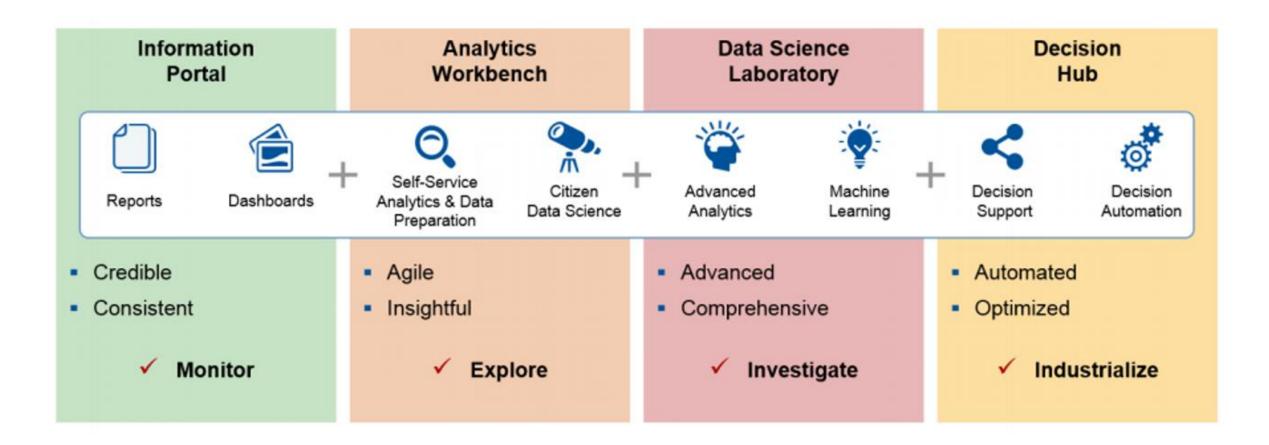
Information & Analytics Evolution Model V2.2

A conceptual view of the market evolution



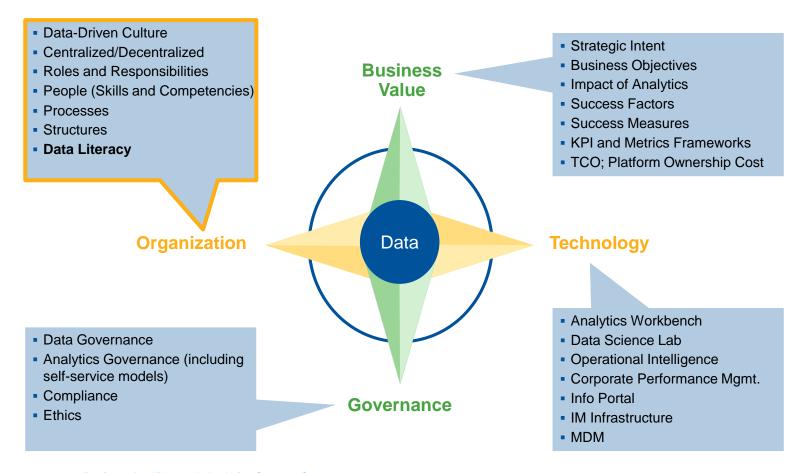


Enabling Insights: From Self-Service to Advanced and Automated





Data & Analytics Strategy: A Balancing Act of 4 Key Elements



Gartner Business Intelligence & Analytics Strategy Compass



Higher-Ed Analytics: Benefits areas

Student recruitment & retention Institutional reputation Student learning outcomes Academic influence Tuition planning Research partnerships Learning workflows Investor liaison Research Academic Staff performance Institutional Revenue growth Alumni Financial stability Capital assets Investment planning Campus planning



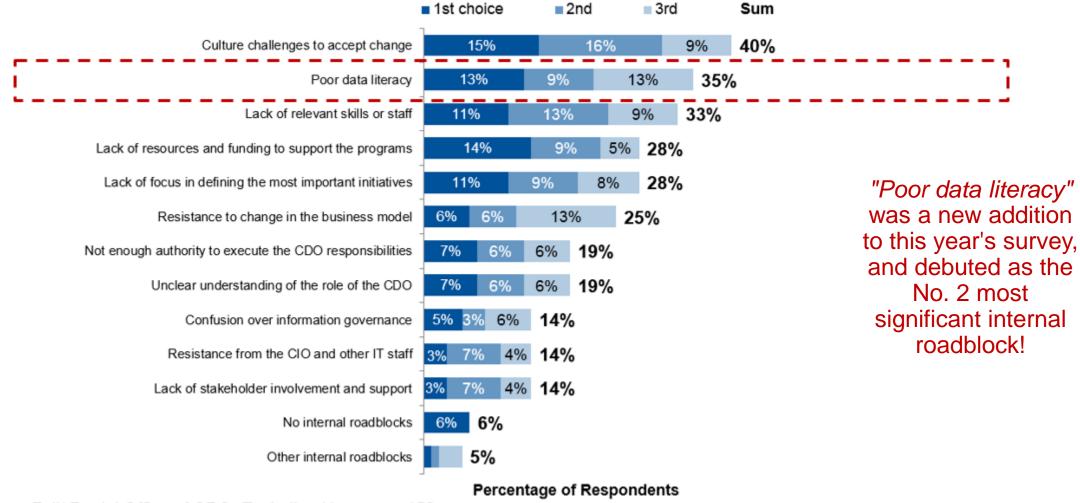
Strategic Planning Assumption

 By 2018, 30% of organizations will formalize workforce digital dexterity strategies to improve business outcomes and employee engagement.

- By 2020, 80% of organizations will initiate deliberate competency development in the field of data literacy, acknowledging their extreme deficiency.
- By 2020, 50% of organizations will lack sufficient artificial intelligence (AI) and data literacy skills to achieve business value.



Gartner's 3rd CDO Survey: Internal Roadblocks



Base: Full/ Partial Office of CDO, Excluding Unsure, n=152

O8A. Now, what do you see as the internal roadblocks to the success of the Office of the CDO? Rank of top 3



The Case for Change: We Don't Speak a Common Language

Diverse backgrounds:

- Veterans vs. rookies
- Data vs. analytics backgrounds
- Industry vertical experience
- Business domain experience
- Scope of experience:
 - Local vs. global
 - **Business** unit vs. enterprise



While diversity is desired and healthy, it naturally creates communication challenges.

Creating a shared language is fundamental.



Describing Information as a Second Language (ISL): **Approaching Data Literacy as Language Development**



Information as a Second Language (ISL): **Enabling Data Literacy for Digital Society**





- Managing Information
- Analyzing Information
- Applying Information and Leading Change







- Business Process Domains
- Technical Domains



Levels of Proficiency:

- Conversational
- Literacy
- Competency
- Fluency
- Multilingual



Language **Development:**

- Getting Started
- Assessing Data Literacy
- Proof of Concept
- Training, Development and Certification
- Leading by Example







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Getting Started: Base Level of Proficiency Do You "Speak Data"?

- Mortgage financing?
- Personal finance?
- Insurance rate comparison?
- Evaluating colleges?
- Connected home monitoring?
- Personal fitness?
- Counting your steps?
- Driving Using your dashboard, GPS and maintenance alerts?

Make this personal.

What are some "real world" examples of "speaking data" in your personal life?

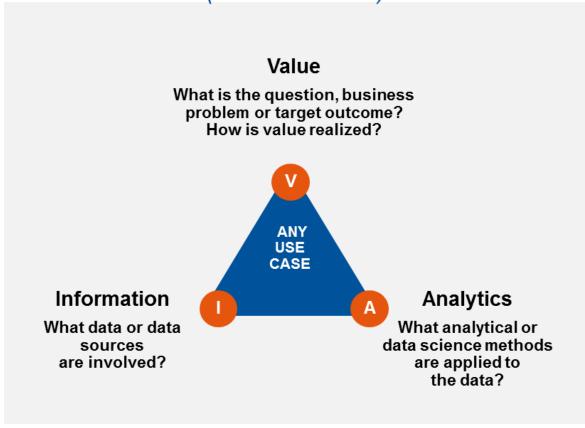
- Online shopping?
- Medical records/history?
- Fantasy football league?
- Weather forecasts?
- Travel planning and logistics?
- On-time flight arrival stats.?
- Monitoring your credit score?
- Buying/Selling your home?
- Nutrition labels?
- Reading and deciphering the news?
- Etc.



Getting Started: Base Level of Proficiency Do You "Speak Data"?

The Base Vocabulary of ISL

(the "VIA" Model)





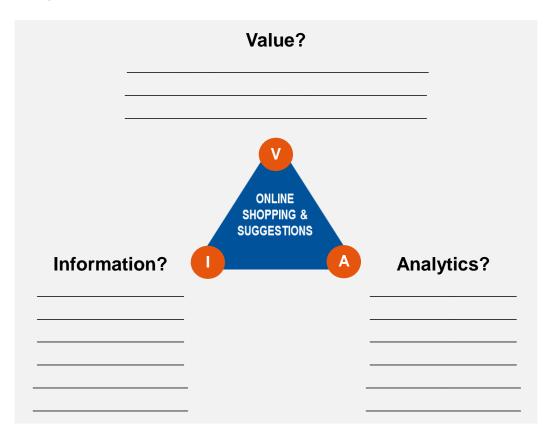
Getting Started: Base Level of Proficiency Example: Online Shopping and Suggestions

The Base Vocabulary of ISL

(the "VIA" Model)

Value What is the question, business problem or target outcome? How is value realized? **ANY** USE CASE Information **Analytics** What data or data What analytical or data science methods sources are applied to are involved? the data?

Try to Describe This "Real-Life" Example





Getting Started: Base Level of Proficiency Example: Online Shopping and Suggestions

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Answer: A "Real-Life" Example

Value

Business Value = Maximize customer revenue/share of wallet. Cross-sell and upsell. Profitability.

Customer Value = Enhanced personalization and experience with advice on selections and recommendations.



Information

Shopping history; browsing history; shopping cart items; ratings and review comments: demographics; social media history, for example.

Analytics

A recommendation engine. Based on affinity analysis, market basket analysis.

Plus, pricing algorithms, campaign analytics and customer profitability optimization models, for example.



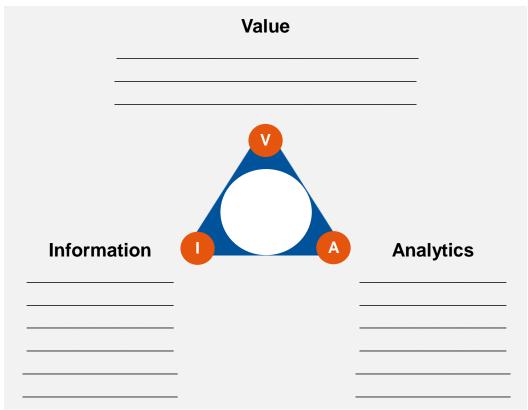
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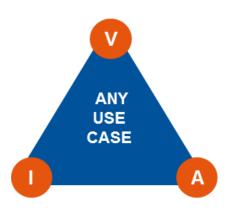
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Pick a Business Use Case From Your **Company and Describe It!**



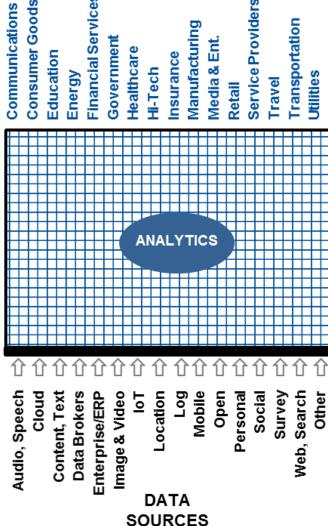


Getting Started: Base Vocabulary



BUSINESS PROCESS DOMAIN

Strategy Risk & Fraud **Financial CPM** Customer Marketing Sales Workforce Supply Chain Operational Security ΙT Other



INDUSTRY VERTICAL DOMAIN ANALYTICS

> Descriptive (Reports, dashboards, alerts) Diagnostic (Correlation, graph, affinity)

Machine Learning

Natural Language Processing

Network Analytics

Optimization Planning, Modeling & Simulation

Predictive (Regression, neural net, decision trees)

Prescriptive (Optimization, decision analysis, game

theory, control systems)

Sentiment and Behavior

Semantics, Ontologies

Streaming Analytics

Visualization

Other



ANALYTICAL

METHODS

QUESTION: Where is your personal strength in the vocabulary of "speaking data", based on the VIA Model?

- Value. My strength is in the business value aspect of the language. I come from a business or operations background, and business acumen is natural for me. I speak in terms of outcomes, KPIs, data-driven decisions, and value drivers.
- **Information.** I bring strength in the data side- the understanding of data sources, data management, data quality, metadata, etc.
- Analytics. Given my background, I bring strength in analytics, BI, data science, AI, and related areas. Some might call me a quant, and I'm fine with that!
- All Three. I am equally balanced in all three aspects of the language. I am often called upon to translate between business and IT, and am known as a strong data storyteller.
- None of the Above. I don't relate to being strong in any one of these, but I am eager to learn and grow.



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Developing Data Literacy Initiate a Data Literacy/ISL Proof of Concept



- Select an area or outcome where clear language gaps have surfaced and you have willing, diverse participants.
- Conduct a data literacy/ISL workshop where each participant describes in their own language:
 - 1. A real-life, common use case, and
 - 2. A use case within your organization.
- Collectively identify observed similarities and differences. Capture lessons learned.
- Repeat the exercise, benefiting from hearing and incorporating others' language. Note improvements.
- Broadcast the story to raise awareness and understanding of the data literacy gap.



Developing Data Literacy Assess Data Literacy and Identify Development Needs



- Drive and sustain improvements in your organization's data literacy by identifying areas where data is spoken fluently and where language gaps exist:
 - Who are your translators?
 - Who is fluent?
- Conduct data literacy assessments across various teams and organizations. Identify and summarize gaps. Use as a baseline.
- Make it fun! Be creative. You can do games, quizzes and team sports. Have teams video record their experiences and share them. Remove any stigmas associated with what they may not know by creating a fun, safe environment for learning from each other.
- Leverage available resources (internal and external) to address development needs.



Developing Data Literacy Lead by Example



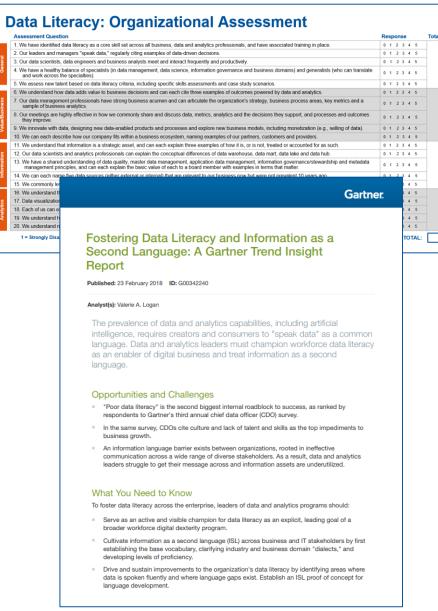
 Change the way you interact with your peers, stakeholders and leaders by "speaking data" in context in everyday interactions, board meetings and as a basis for outcome-oriented business cases.

- Actively leverage the "VIA" model, remembering to highlight the outcome/value, related data sources and applied analytical methods.
- Actively champion data literacy with ongoing assessment of literacy levels and aggressive support of training and development plans.



Recommendations

- ✓ Champion and evangelize data literacy. Name it, claim it and give it an identity. Partner with your company CDO (or equivalent senior leader), and other executives who get it. Create the narrative.
- ✓ Assess and baseline levels of data literacy in the organization and match these to the competencies, skills and talents required. Conduct initial data literacy workshops, assess levels and socialize findings.
- Evaluate overall maturity of your data and analytics capabilities using Gartner's ITScore models, where the people/organization dimensions provide context for data literacy.
- Build data literacy into your data and analytics program plan to address key skill gaps and development needs.
- Working with HR, develop a pilot data literacy training program.
- ✓ Track progress and evolve the program: Regularly conduct data literacy assessments in key roles and across the organization.
- Stay connected to emerging developments in the data literacy area!





Thank you! Let's connect!

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