



Consensus Script

(for presenting an item at your team's Consensus meeting)

1. State the item you will be leading.
(for example: Next we are going to discuss item 2.1 – Strategy Development.)
2. Post the key factors you selected on the screen. Do not read them. Pause for discussion (refer to key factors by number/header during discussion).
(for example: I recommend adding #27 – Strategic Challenges.)
3. Post your strength comments. Give a one-line overview of each comment (do not read the entire paragraph, just share the topic sentence). Pause for discussion.
(for example: I recommended 2 strengths for this item. The first is about their approach for identifying blind spots as part of their SPP; and the second is about their cycles of learning for the SPP. Any discussion?)
4. Post your OFI comments. Give a one-line overview of each comment (do not read the entire paragraph, just share the topic sentence). Pause for discussion.
(for example: I recommended 2 OFIs for this item. OFI #1 states that they do not have a systematic approach for deciding which processes to outsource; and OFI #2 states that the SPP has not been deployed to all employees or to key suppliers. Any discussion?)
5. Discuss rationale of any comments you did not include and why. Pause for discussion.
(for example: Several of you noted an OFI related to integration of the SPP with other key processes; I chose instead to focus our OFIs on approach and deployment—I think these are more key for this particular applicant.)
6. Show your score and explain your rationale. Pause for discussion. Remember, in order to discuss, the proposed score must differ by at least 10% or take the applicant to a different scoring range.
(for example: I recommended an overall score of 40% for this item. I scored both learning and integration lower than this, but I do believe that they have approaches responsive to the basic item requirements. We have 2 strengths and 4 OFIs which supports this score.)
7. The back-up for your items should take notes on hard copy provided.