Consensus Script

The following serves as an example of how to present your assigned items during the 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. <u>Do not read them</u>. 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.