

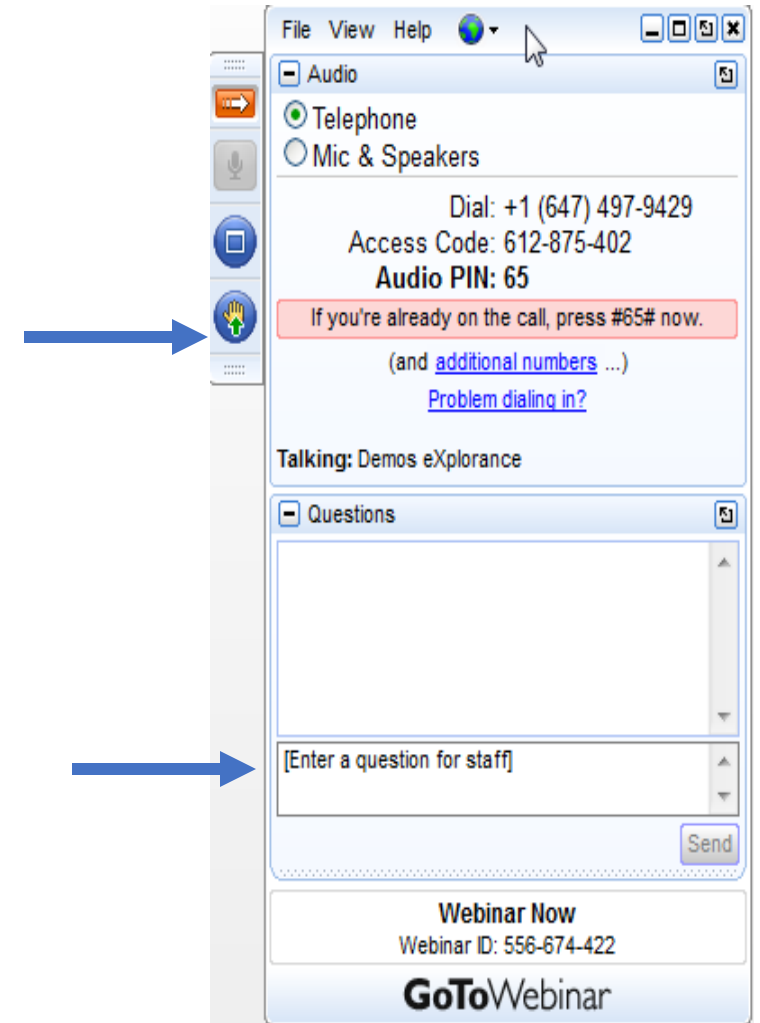
What's in the MTM 7.14 release?



Response Rate in Dashboards and More!

Asking Questions During the Webinar

- Type your questions in the Question pane.
- I'll answer questions periodically throughout the webinar!



Overview: What's New

Ease of Use

Export Full
Compare
View in Data
Explorer

Benefits to
Cost Ratio
metric

New Insights

Response Rate
in Dashboards

Multi Choice in
Dashboards

Class &
Instructor Level
Details

Ease of Use

Export Data Explorer Compare View

Export all values – not just display – from Data Explorer Compare View

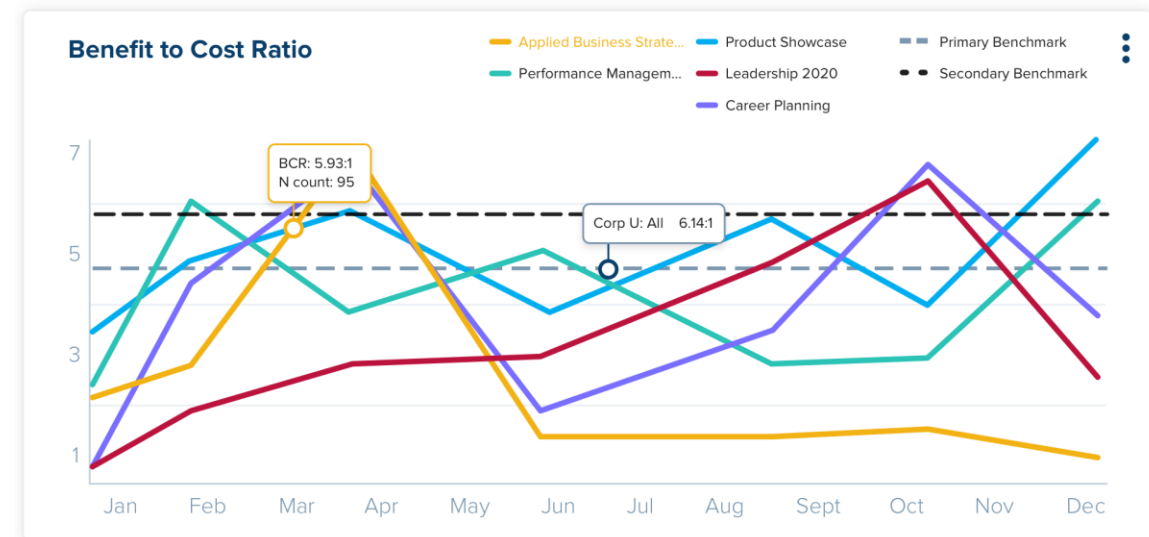
- Cross tabular analysis in Excel
- Alternative to the legacy Crosstab Report

	A	B	C	D	E	F	G	H	I	J	K
1		Instructor	Coursewa	Learning Effectiv	Job Impact	Business Results	Alignment	Coursewa	Online Del	Return on Inv	Support Tools
2	Benchmark	4.66	4.55	4.52	4.55	4.46	4.53	-	4.48	4.53	4.40
3	SalesTraining2019	3.65	3.49	3.28	3.38	-	-	-	-	3.29	-
4	Leadership Strategies	-	-	3.74	4.70	3.90	-	3.48	-	-	-
5	Brain-Based Leadership	-	-	3.67	3.99	3.88	-	3.48	-	-	-
6	Negotiation Skills	4.67	3.96	4.54	3.18	3.92	4.50	-	3.59	3.59	3.75
7	Harassment Training	-	-	3.46	3.71	3.66	-	3.42	-	-	-
8	Objections as Opportunities	4.80	3.74	3.92	3.80	3.69	4.70	-	3.81	3.85	3.82
9	Commercial Claims	3.79	3.64	3.93	3.42	3.86	3.76	-	3.25	3.52	3.71

Benefit to Cost Ratio (BCR)

ROI Metric now re-labeled as Benefit to Cost Ratio (BCR)

- Aligns display language with:
 - Calculation in MTM
 - Educational Material
- Simpler Data Narrative



Benefit to Cost Ratio

MTM's Benefit to Cost Ratio combines Estimated Performance Improvement with the average cost and salary per learner to monetize the relative business values of your learning investments. This metric provides a validated method to quantify the relative value (to benchmark and each other) of learning programs or assets.

Predicted

● **6.59:1**

Benchmark: 9.98:1

N-Count: 17
Salary: \$63076
Cost Per Person: \$1252

Reported

● **1.26:1**

Benchmark: 8.83:1

N-Count: 17
Salary: \$63076
Cost Per Person: \$1252

Predicted

● **2.75:1**

Benchmark: 4.22:1

N-Count: 17
Salary: \$63076
Cost Per Person: \$1252



New Insights

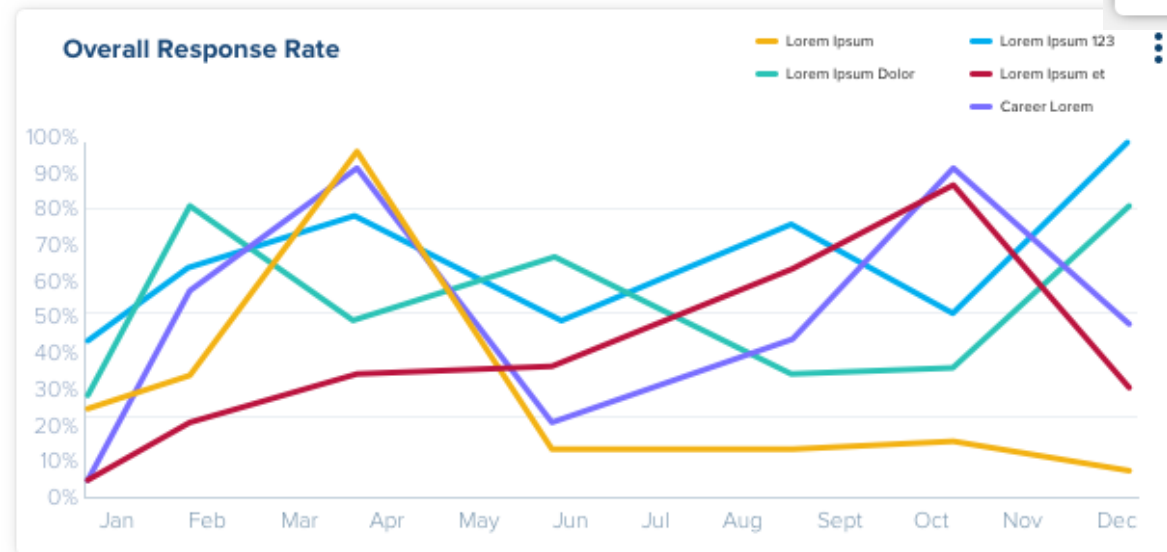
Response Rate in Dashboards

Response Rates Widgets available in Dashboards

- Popular performance metric now available
- Allows for real time performance tracking
- Currently available in Card & Trend widgets

Overall Response Rate

42.02%

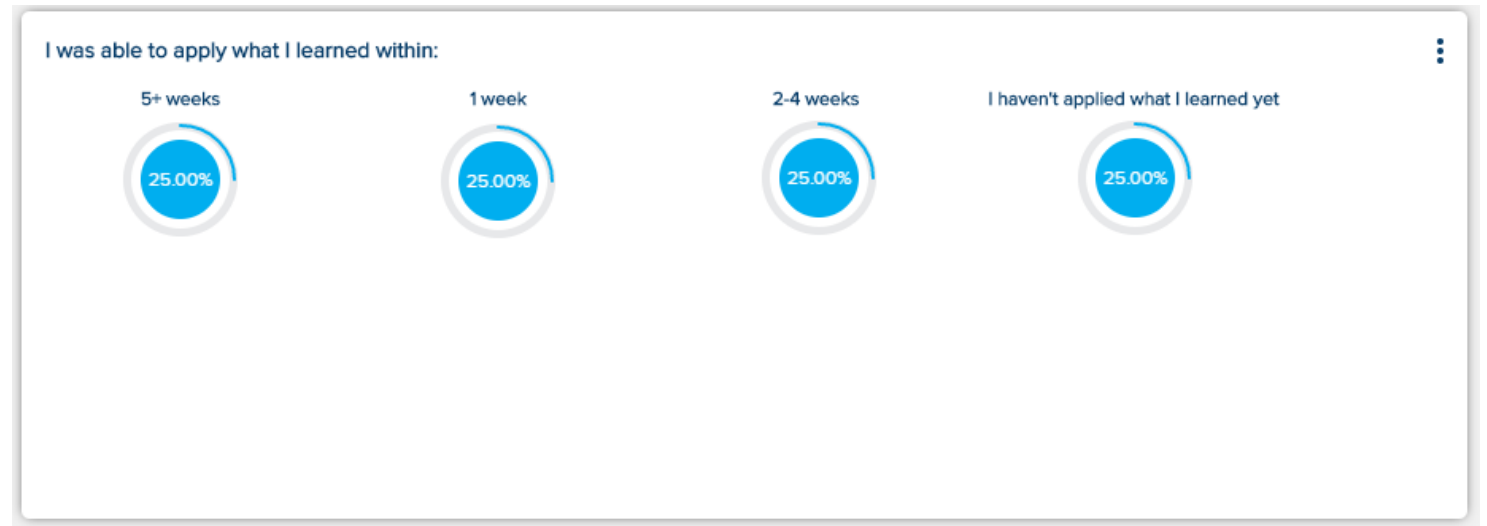


Multi Choice Questions in Dashboards

Additional multiple choice question types now available in the multichoice widget in Dashboard MTM – not just multiple-choice, multi-select

Question types include:

- Percentage
- Text
- Custom Questions



Class & Instructor Level Details

Course Summary Report now includes Class and Instructor Level Details companion outputs in addition to Course Level Details

- Breakout of KPIs, response rate, and performance by question category
- Can be automated for individuals who don't have direct access to MTM
- Alternative to legacy Course Comparison Worksheet

	A	B	C	D	E	F	G	H	I	J
1	Legend	4% superior to benchmark	4% inferior to benchmark							
2		*Low scrap scores indicate success.								
3										
4	Class Name	Instructors	Methodology	Location	Response Rate	Evaluation N Count	Net Promoter Score	Scrap Learning	Estimated Performance Im	Summary
5	Benchmark Name here					200	36%	31.40%	8.18%	5.32
6	Average						52.72%	23.18%	4.91%	2.25
7	Class Name 1	Walsh, Isobella	Instructor Led-Public	Dhaka	100%	2	33.33%	15.71%	8.52%	4.85
8	Class Name 2	Halliday, Nichola	Conference	Shenyang	80%	11	25.4%	-	7.90%	2
9	Class Name 3	Woodard, Anne-Marie, Wal	Instructor Led	Fez	70%	10	-	-	-	6
10	Class Name 4	Morley, Alejandro	Instructor Led	Toronto	-	25	66.67%	41.11%	14.50%	4.99
11	Class Name 5	Dunlap, Zeeshan	Meeting	Shenzhen	100%	55	72.73%	30.00%	-	3.69
12	Class Name 6	Morley, Alejandro	Instructor Led-Public	Shenzhen	80%	13	33.33%	15.71%	8.52%	4.85
13	Class Name 7	Walsh, Isobella	Conference	Shenyang	70%	19	25.4%	-	7.90%	2
14	Class Name 8	Halliday, Nichola	Instructor Led	Fez	-	12	-	-	-	6
15	Class Name 9	Halliday, Nichola	Conference	Fez	100%	7	66.67%	41.11%	14.50%	4.99
16	Class Name 10	Walsh, Isobella	Instructor Led	Dubai	80%	7	72.73%	30.00%	-	3.69
17	Class Name 11	Kelly, Elspeth	Instructor Led-Public	Shenyang	70%	2	33.33%	15.71%	8.52%	4.85
18	Class Name 12	Pena, Joao	Conference	Shenzhen	-	11	25.4%	-	7.90%	2
19	Class Name 13	Gross, Mahma	Instructor Led	Shenzhen	100%	10	-	-	-	6
20	Class Name 14	Dunlap, Zeeshan	Instructor Led - Hands on La	Fez	80%	25	66.67%	41.11%	14.50%	4.99
21	Class Name 15	-	Self Pased Web Based	Phoenix	-	55	72.73%	30.00%	-	3.69
22										
23										
24	Report Criteria:									
25	Reporting Date:	Jul 1, 2018 to Sep 30, 2018								
26	Benchmark:	ADP Benchmark Job: Engineering								
27	Scale:	1 Low - 7 High								
28										
29	Metrics That Matter									
30										
31										

What's next?

MTM 7.15 coming April 19:

- Ranking widget Top 10 or Bottom 10
- Ranking widget visual divider between Top/Bottom
- Instructor Performance “Previous 12 months” language update

In development, but not yet committed:

Email text formatted properly in Outlook and Apple Mail mobile applications



Questions?



THANK YOU

