

Expect More From Your Data

Use DRDP-R Assessment and Parent Survey Information to Promote and Manage Your Organization

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Prepared By:

Child Care Results
insight made easy





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●●●● | Expect More From Your Data

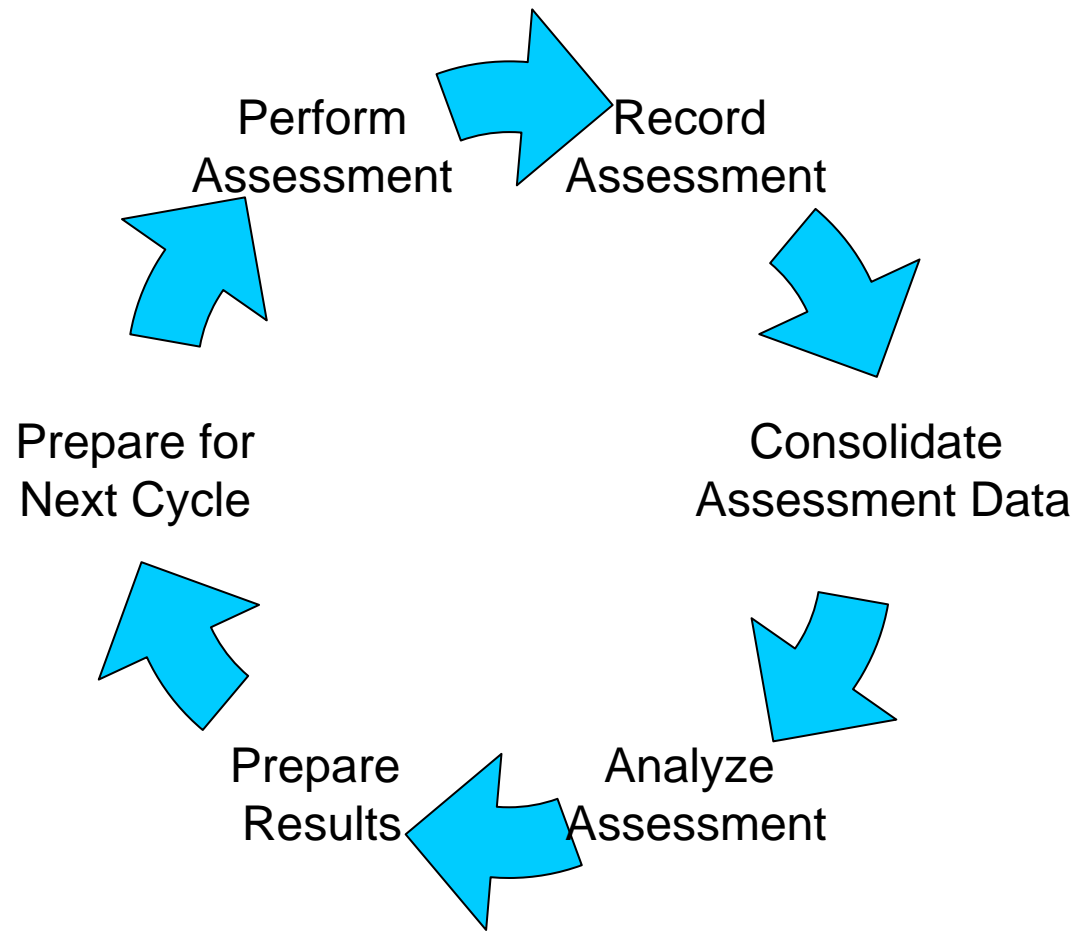


LEARNING OBJECTIVES

- Develop one creative idea for how to use your Desired Results data to help your agency.
- Identify **management levers** and **community levers** you can influence using child assessment and survey data.
- Increase your understanding of quantitative data analysis and how to avoid making common mistakes.

●●●● | Know the True Cost

Estimate Your Agency Costs



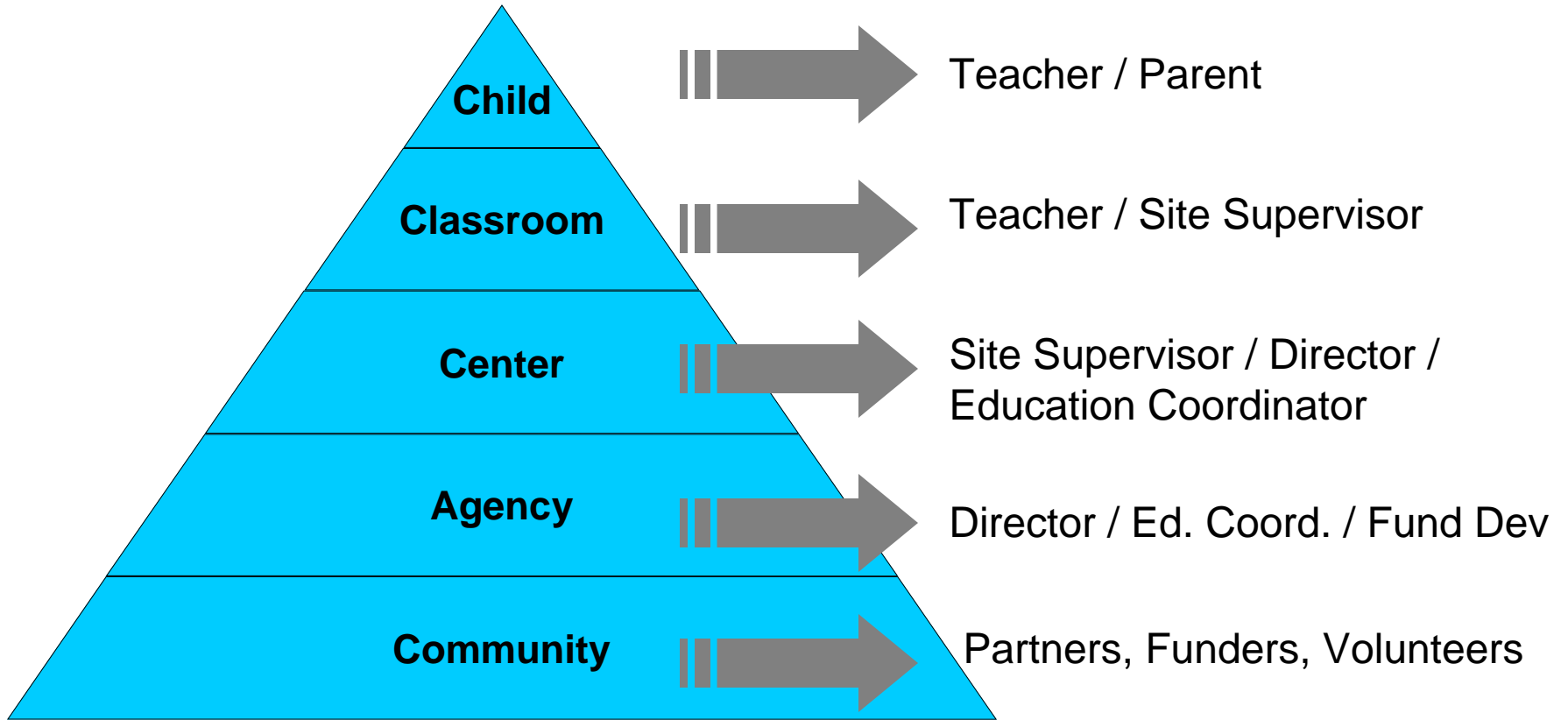


Lost Opportunity?

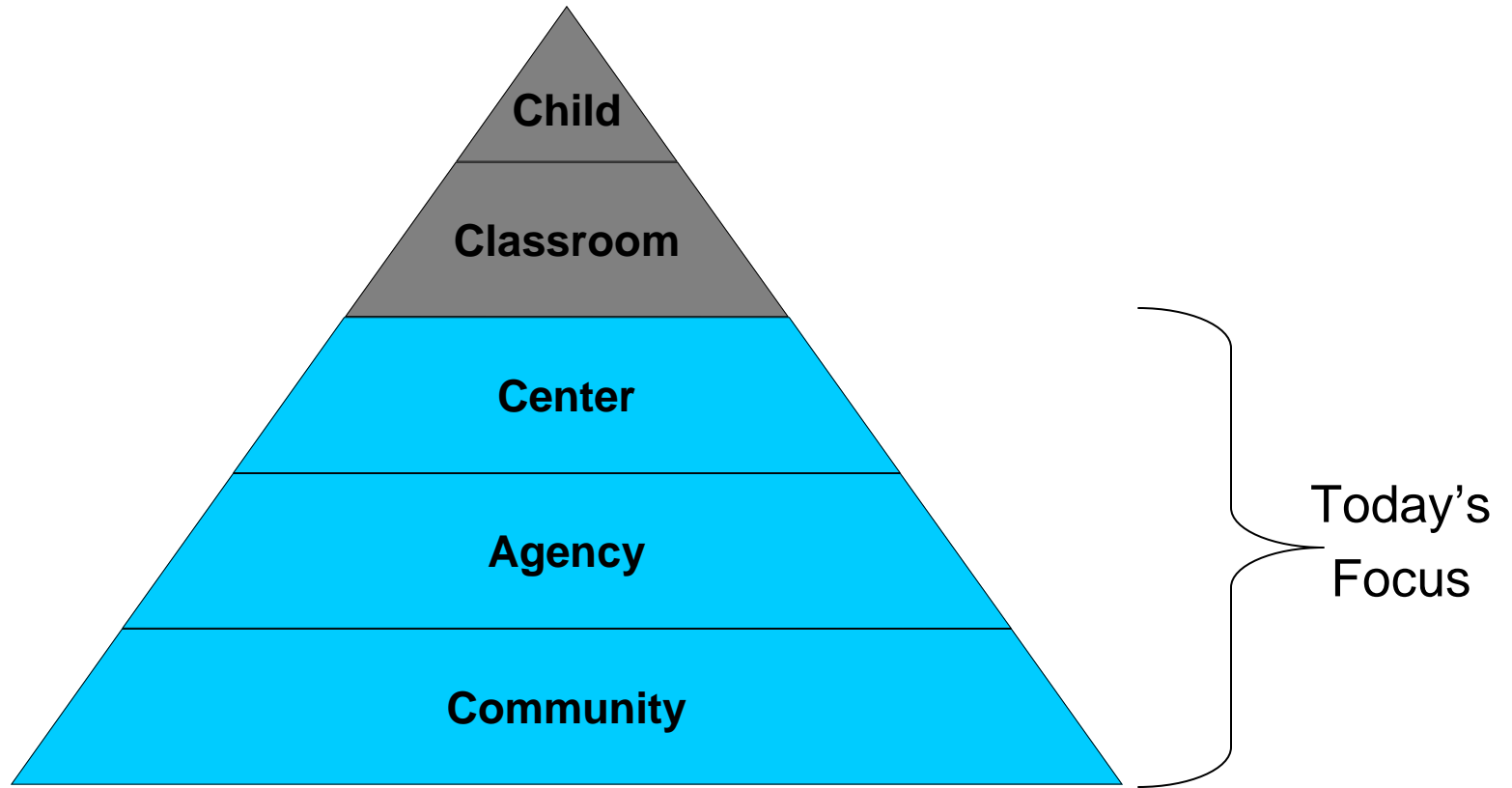
Questions Per Assessment	39
Observation Time Per Question (mins)	4.0
Recording Time Per Question (min)	1.5
Data Entry Time Per Question (mins)	0.5
Checkpoints Per Year	2
Administrative Load Factor	30%
Assessment Training Hours Per Teacher	8
Estimated DRDP-R Assessment Time Per Child	3.6 hours

Assessing Teacher Pay Per Hour	# of Children Enrolled				
	1	50	200	500	1000
\$ 10.00	\$ 103	\$ 5,148	\$ 20,590	\$ 51,475	\$ 102,950
\$ 12.00	\$ 124	\$ 6,177	\$ 24,708	\$ 61,770	\$ 123,540
<i>Sample Mid-Range</i> \$ 15.00	\$ 154	\$ 7,721	\$ 30,885	\$ 77,213	\$ 154,425
\$ 18.00	\$ 185	\$ 9,266	\$ 37,062	\$ 92,655	\$ 185,310

●●●● | Same Data, Multiple Audiences



●●●● | Focus of Today's Workshop



●●●● | Management Levers

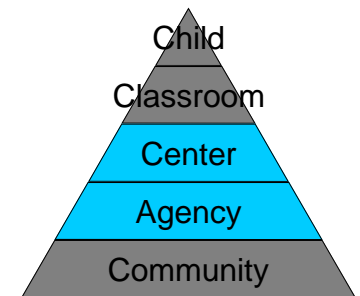


- Management Levers are the **actions** or **decisions** you can make that influence organizational outcomes.

Identifying Management Levers in:

●●●● | Assessment and Survey Data

- Staff Training
- Curriculum
- Staffing
- Program Operations
- Goal Setting
- Accountability
- Recognition
- Bully Pulpit





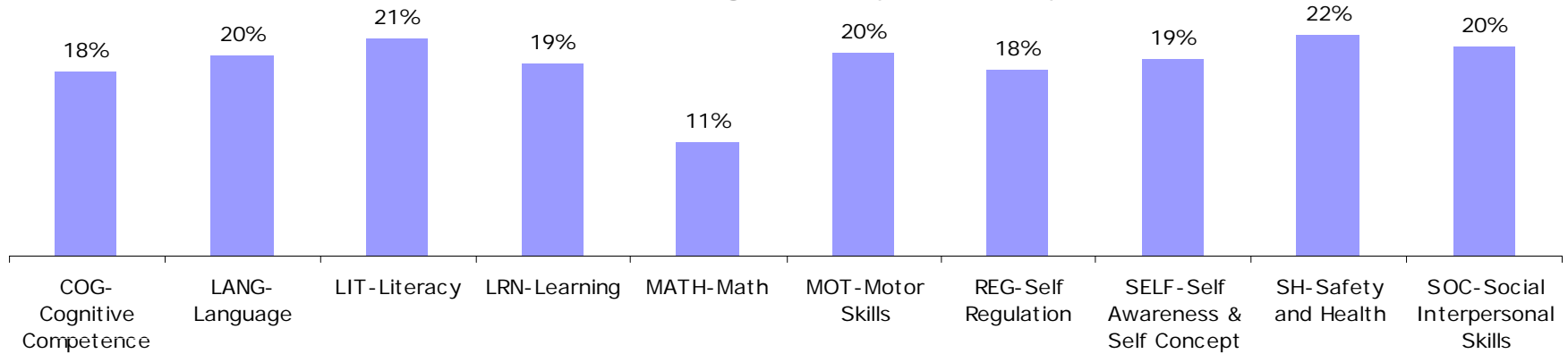
Staff Training

- How to do you decide what types of training to offer and who attends?
 - Intuition
 - Teacher Preferences
 - Environmental Assessments
 - Special Funding
- How can you use Child Assessment and Parent Survey data to inform your decisions?
 - Identify critical needs in specific areas
 - Identify variation of needs across centers
 - Isolate best practices and past training successes
 - Identify if the overall mix of training offered at the agency reflect the overall needs
- What are the concerns with using the Child Assessment or Parent Survey data to inform changes in your Staff Training?



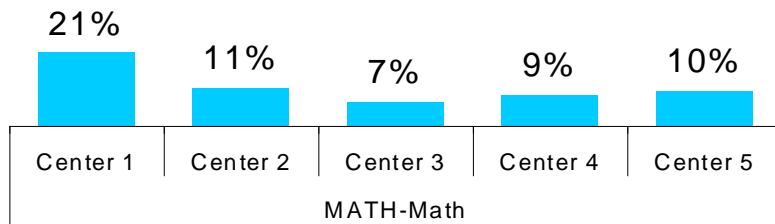
ALL INDICATORS

Percent of Student Ratings in the Top Two Developmental Levels



MATH INDICATOR BY CENTER

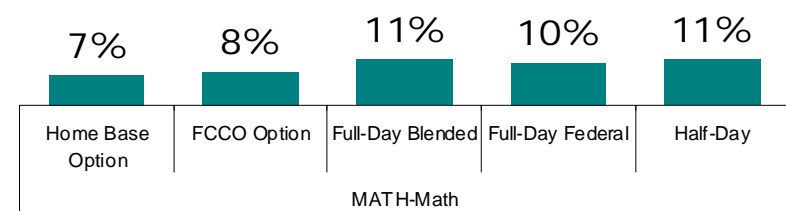
Percent of Student Ratings in the Top Two Developmental Levels



	Center 1	Center 2	Center 3	Center 4	Center 5
# of Kids	50	20	50	60	10
% 1st. Year In Program	33%	51%	50%	61%	75%
% ELLs	15%	13%	14%	20%	80%

MATH INDICATOR BY PROGRAM OPTION

Percent of Student Ratings in the Top Two Developmental Levels

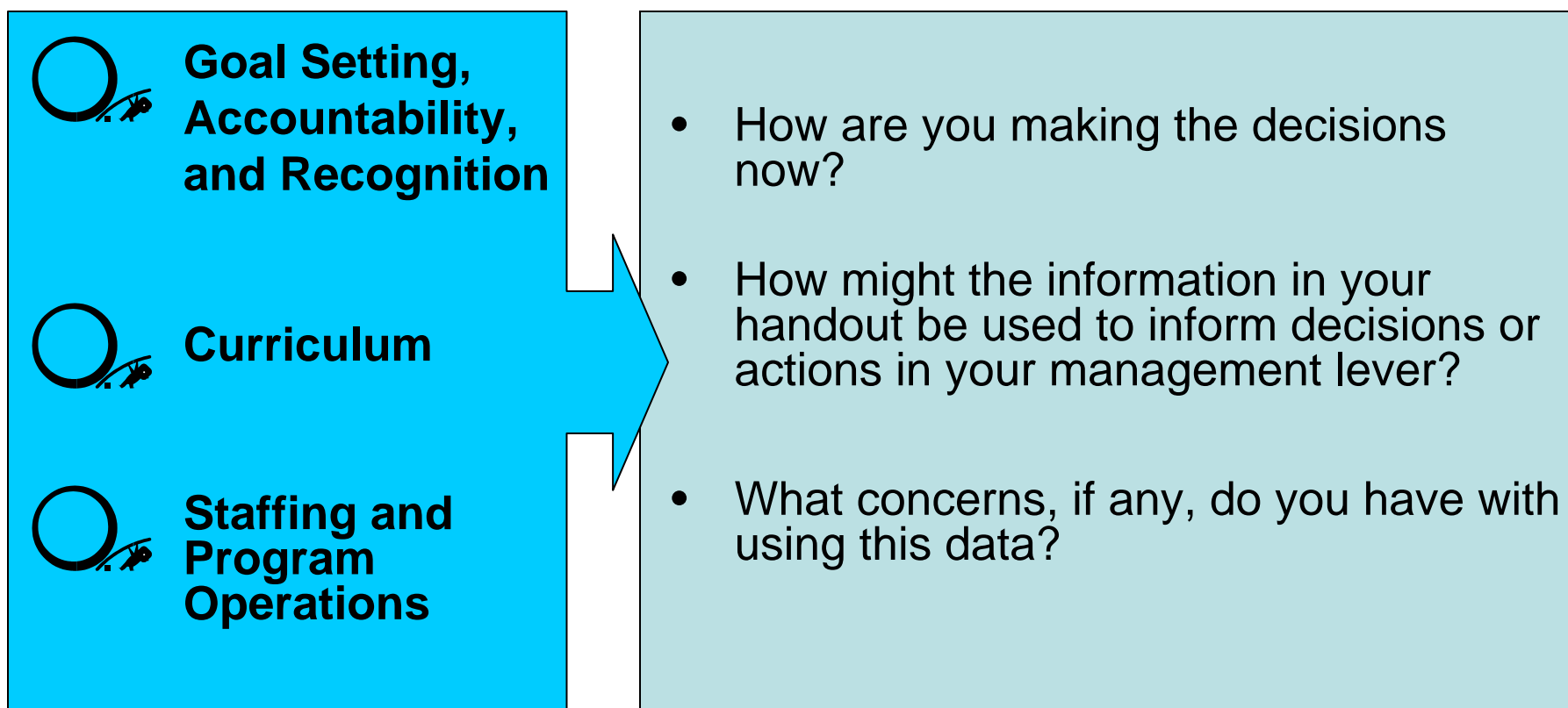


	Home Base Option	FCCO Option	Full-Day Blended	Full-Day Federal	Half-Day
# of Kids	20	20	20	60	90
% 1st. Year In Program	43%	51%	50%	33%	24%
% ELLs	10%	13%	14%	20%	80%

Group Exercise on Management Levels:

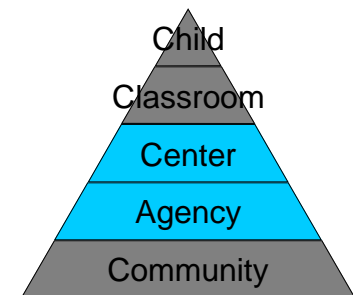
●●●● | Using Management Levers

Answer these questions regarding your Management Levels:



●●●● | Review

- Staff Training
- Curriculum
- Staffing
- Program Operations
- Goal Setting
- Accountability
- Recognition
- Bully Pulpit





Application of Management Levers:

●●●● | Choosing and Delivering Your Message

- The Bully Pulpit may be your most powerful management lever
- Messages should be focused and consistent
- Careful analysis of Child Assessment and Survey data can help determine your message
- Quantitative data can strengthen and promote your message



●●●● | Community Levers?

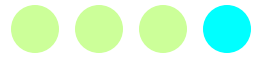


- Community Levers are the **actions** or **decisions** you can make that positively impact the community's response to your mission.

Application of Community Levers:

●●●● | Creating Awareness

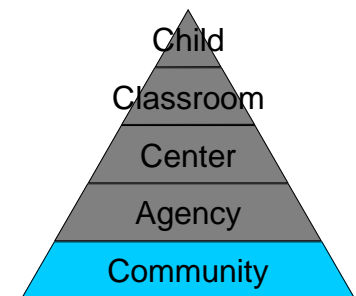
- Differentiate between Community Involvement and a Community Lever
- Harness the strength of the Child Development brand
- Expand the Child Development brand to respond the current environment of outcomes and accountability
- Associate effectiveness with your Child Development Program by using survey and assessment data.



Identifying Community Levers in: Child Assessment and Surveys Data

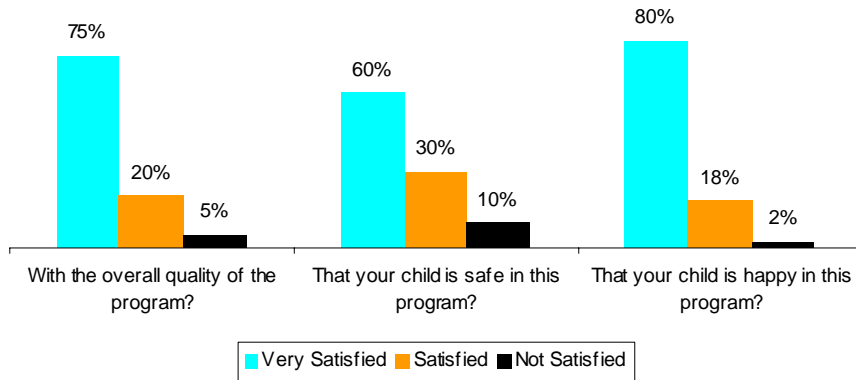
How can assessment or survey data be used to impact your agency's relationship with people or groups external to your agency?

Promotion
Fund-Raising
Recruitment
Advocacy



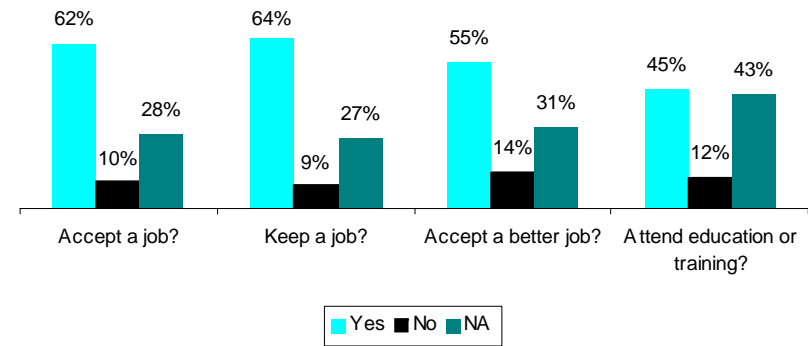
Overall Parent Satisfaction

How satisfied are you:



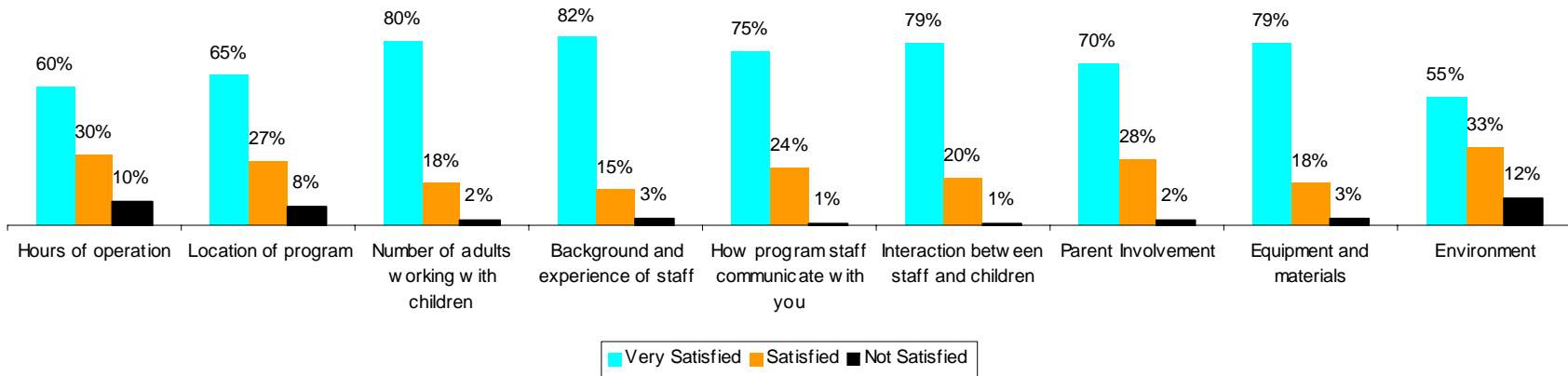
Parent Impacts

Has your child's enrollment in this program made it easier for you to:



Parent Satisfaction by Program Characteristic

How satisfied are you with these characteristics of our child's program?



Group Exercise on Management Levers:

●●●● | Community Levers Action Plan

Answer these questions regarding your **Community Levers**:

The diagram consists of a blue box on the left containing four levers, each with a radio button and a small icon of a person climbing a ladder. A large blue arrow points from this box to a light blue box on the right containing a list of questions.

- Promotion**
- Fund-Raising**
- Recruitment**
- Advocacy**

- What Is the Desired Outcome?
- Who is Your Target Audience?
- Develop an Action Plan:
 - Basic Plan
 - Intermediate
 - Advanced
- What concerns, if any, do you have with using this data?

Application of Community Levers:

●●●● | Community Levers Action Plan

Agency and Program Promotion	<ul style="list-style-type: none">• <u>Basic:</u> Press release after the spring child assessment highlighting children’s developmental progress during the year• <u>Intermediate:</u> Create Public Service Announcement on Child Assessment Outcomes, highlighting strengths and needs of your community• <u>Advanced:</u> Join Region or State-wide study of Child Assessment Outcomes and participate in report distribution
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Application of Community Levers:

●●●● | Community Levers Action Plan

Agency and Program Fund-Raising

- **Basic:** Inclusion in grant applications or fund-raising letters on the percentage of satisfied parents or improvements in child assessment data
- **Intermediate:** Fund-raising campaign developed around results of data – dinner presentation of results and goals
- **Advanced:** Identifying a community need based on the parent survey data and collaborating with other community organizations to develop a joint plan to fund new services.

Application of Community Levers:

●●●● | Community Levers Action Plan

Parent, Child, Staff, and Board of Directors Recruitment	<ul style="list-style-type: none">• <u>Basic:</u> Program Marketing Materials highlighting strengths (e.g. children’s developmental progress during the year)• <u>Intermediate:</u> Staff and Board Recruitment on Positive Outcomes (e.g. including the percentage of satisfied parents in job postings)• <u>Advanced:</u> Using the results of assessments and surveys to promote the placement of staff onto statewide or community boards that support the work of Head Start
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Application of Community Levers:

●●●● | Community Levers Action Plan

Child, Family, and Program Advocacy	<ul style="list-style-type: none">• <u>Basic:</u> Highlight the development of your children in a letter to your congressional representatives• <u>Intermediate:</u> Host a legislative briefing breakfast on the economic impacts of your program and highlighting your outcomes data for local, state, and federal elected officials• <u>Advanced:</u> Organize parents around an issue identified in the parent survey to lobby legislators in Sacramento
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●●●● | Never Perfect, Often Valuable

- Information is never perfect, but most imperfect information has value
- Don't dismiss data because of imperfections – understand the nuances enough to extract value and ignore garbage

Specific Issues:

Lack of Benchmarks

Child Assessment Accountability

Goal Setting -- Process vs. Outcome

“It takes more than three weeks to
prepare a good impromptu speech”

– Mark Twain

●●●● | Data Presentation Best Practices

- Consider your audience: This is most important
- Make your message as easy as possible to understand: A great insight poorly communicated goes no where
- Presentation matters: Formatting is not a low-level function
- Use multiple mediums: People process information in different ways (but visual representations of data are generally best)
- Present the findings not the analysis: This isn't academic, most people won't care about the steps that you took



Consistent



Concise



Timely



Clear



What's Your Idea?



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DRDP-R
Data Consolidation
and Analysis

Parent Survey
Management and
Analysis

Saturation &
Mapping
Analysis