

## Performance Target Activity

### Materials:

- Sample long worksheet for “Anystate”
  - Sample summary worksheet for “Anystate”
  - Sample table 5 (for PY 2011)
  - Sample table 6 (for PY 2011)
  - Negotiation Ground Rules (Optional) to use as talking points
  - Blank table 5 (for PY 2012) (Optional)
  - Blank table 6 (for PY 2012) (Optional)
1. Explain the negotiation process including the ground rules and projected timeline.
  2. Hand out the sample forms so that each participant has an identical set of samples. Explain what each sample is and the types of data it contains.
  3. Explain the different sources of information we utilize to develop the sample tables (NRS tables, pre/post test rates, rankings and quartiles for each EFL and outcome measure, DQC to ascertain the types of tests used in the State, any other sources of info)
  4. Highlight significant data points in the documents and how we use those data points to analyze the data.
  5. Preview the revised data tables (5 and 6) to be used for reporting in December 2013. (only to highlight that we are in the middle of transition and these data tables will change to coincide with the transition from goal-setting to cohorts.)
  6. Go over some of the data sets on the worksheets with the group so that they understand the numbers, where we get these numbers, and how to analyze the worksheets.
  7. Roleplay a negotiation with another person using the materials.
  8. Answer any remaining questions from the group. Thank the participants for their work and remind them to report for the 2:00 fiscal session with Jay Lemaster.
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- It is not the intention of the session to go into detail regarding the changes to the NRS and the use of cohorts for the outcome measures.
  - Please feel free to discuss data sources that you use in the negotiation process that are not included in the sample materials.