Exercise 17: Establish a Baseline for Performance

**Objective(s) for participants:**

* Understand the expected baseline for performance.

**Instructions:**

Using one of the metrics identified in Exercise 15, plot the historical data over the past several years on the flipchart.

Consider any potential future events that may affect performance and make note of those in their associated years on the flipchart.

Taking into account the historical performance trend and the future events, estimate performance for the next several years, assuming the strategies identified in the previous chapter are not implemented.

* In a few sentences, describe the rationale behind this baseline. That is, why do we expect performance to be the way we have mapped?

**Materials needed:**

Flipchart

Markers

* Historical data

**Exercise notes:**

Remind participants that this is intended to be an estimate, using the data available — this is not a perfect science.

* Keep in mind that for the purposes of this exercise, you are plotting performance without the strategies you identified previously. In the next exercise, you will begin to take those strategies into account.

**Template for Exercise 17**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Metric** | **Historic** | **Historic** | **Historic** | **Current** | **Future** | **Future** | **Future** | **Future** |
|  |  |  |  |  |  |  |  |  |
| Potential events |  |  |  |  |  |  |  |  |
| Rationale |  | | | | | | | |