



| Title | Audience | Content | Length |
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| The Data Driven Organization | Executive and Senior Management | Many organizations aspire to be data driven but few truly are. This course reviews what data driven means and what it takes to become truly data driven. It reviews how to create a data driven culture and leverage a common language and methodology for analytic thinking to improve analytics maturity, adoption and business value. | .5 Day |
| Data Analytics Governance & Execution: Business Analytics Competency Center | Analytics IT and Business Leaders | Successful data analytics requires continuous business and IT alignment and communication to overcome challenges like managing competing interests, conflicting priorities and simultaneous projects. This course reviews how a Business Analytics Competency Center (BACC) ensures business and IT alignment and effective analytics execution. | 1 – 2 Days 2 day workshop includes capabilities and gap assessment |
| Leading with Data & Analytics | Operational and Business Unit Leaders | Developing a data driven culture requires daily business leadership. This course reviews what data driven means and how business leaders can drive the use of data analytics. It reviews defining and using actionable analytics and analytic thinking to improve business performance, analytic maturity and analytics adoption. | 1 -2 Days 2 day workshop includes exercises with key analytics definition tools |
| Actionable Data Analytics | Business Users/Analysts | Data and analytics basics; actionable business analytics; measures vs. attributes; data quality; data analytics process and roles; effective visualizations; working with IT and data scientists; story telling with data. | 1 Day |
| Applied Insurance Analytics | Business, Analytics and IT professionals | Based on the principles, framework and tools from the book, Applied Insurance Analytics this course reviews the key elements of defining and executing an analytic strategy. It provides a common language and framework for business and IT to work together more effectively. This workshop can be tailored for other industries. | 1 – 2 days 2 day workshop includes capabilities and gap assessment |

Note: Private coaching and custom classes can be developed to address specific needs.

Instructor: Patricia L. Saporito, CPCU <https://www.linkedin.com/in/patriciasaporito/>

Patricia Saporito, founder & CEO of Saporito & Associates, has 20+ years' experience consulting, business development and product development in data warehousing and analytics. She is author of the book, *Applied Insurance Analytics* and a contributor to *Analytics In Healthcare and the Life Sciences*, both published by FT Press/Pearson. She has been on the faculty of the *International Institute for Analytics*, co-founded by analytics guru, Tom Davenport. She is member of the Business Intelligence and Data Science Master's Program advisory board at *Stevens Institute of Technology* in Hoboken, and mentors start-ups through the Global Insurance Accelerator. She holds the Chartered Property Casualty Underwriter designation from the CPCU Society.

She has worked with business and IT leaders and analytics teams in all sizes of organizations across industries on developing/assessing their data and analytics strategy, operationalizing it and driving business value from it. A recognized thought leader in insurance, her industry experience also includes airlines, consumer products, financial services, healthcare, life sciences, manufacturing, oil and gas, public sector, retail, telecommunications and utilities.

She has taught data and analytics classes for various professional associations, educational institutions and business organizations.