

Group Scorecard Explanation

The purpose of the scorecard is to help you understand the information being held within the DTE system, together with comparisons to regional averages etc.

The purpose of the information is to help group committees discuss the status of group regarding key items such as IMI Qualifications, enrolments and test pass rates etc. Your area service delivery manager will be more than happy to discuss in more detail.

IMI

- **Total Observers** linked to your group (as per DTE Remote – Local Group Observers List)
- National/Local **Pass** – number of linked observers that have passed the National/Local IMI test
Note: total of these two numbers may be higher if an observer has done BOTH national and local tests
- **Referred** – number of linked observers that have been referred for the National/Local IMI test
- **OS** - National /Local applied for awaiting assessment.

Advanced Course Status

- **OS enrolments** (as per DTE Remote - Courses: Pending Enrolment List) - is the number of new associates that have either nominated your group or been allocated to your group, which are still shown as not group enrolled on DTE.
Average days - average number of days from when assigned to local group to date of report (this figure includes those associates who are proving difficult to contact or booked on to a fixed course in the future)
- **OS test Ready** (as per DTE Remote - Courses: Pending Test List) - is the number of associates that are awaiting test, after application.
Average days – average number of days from when assigned to local group to date of report
NOTE: - Please only apply for test when associate is ready, not at start of preparation. This can all be done via DTE

Overall Regional averages are shown for groups within your region allowing you to compare how you as a group are dealing with the associate experience.

Advanced Course Allocated Sales

This area relates to all of the recorded allocations to your group where the purchase was made in the last month/3 months/12 months that have been either been Group direct recruitment/sale or IAM web/phone purchase.

Also for comparison we are showing the regional averages for the same periods.

NOTE: Please be aware the date used is purchase date and whether the course is allocated to your group on DTE at time of running report

Test statistics

This area shows the overall number of candidates where we have the results back with a test date during the previous 12 months and the course is allocated to your group. The numbers are broken-down by results into F1RST/pass/fail. The group's overall percentage % pass rate is calculated by $(F1RSTt+Pass) / (F1RSTt+Pass+Fail)$.

Advanced Course Statistics

This final area gives more detailed information for course allocated to your group regarding:

- Allocation – the date of when it was allocated on DTE to your group
- Enrolments – the date of when it was ticked enrolled on DTE
- Test ready – the date of when it was ticked as rest ready on DTE

Over the three periods, last month,3 month average and last 12 months. They also show the regional averages for the same periods.