

Small Group Exercise

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Exercise Description

- **You are the owner of a new business**
- **All sales and payments are recorded by computer**
- **What performance indicators would you choose to monitor to achieve a success?**
- **We will split into 4 groups**

Your Business

- **Group 1 – Automobile Repair Garage**
- **Group 2 – Restaurant**
- **Group 3 – Dry Cleaners**
- **Group 4 – Department of Motor Vehicles**

You have all likely had some experience as a customer of these sorts of businesses.

Debrief

- **What indicators did you choose?**
- **Why?**
- **What actions would you take if one developed an adverse trend?**

Preview for Tomorrow

- **Tomorrow morning we will make control charts, Pareto Charts and Histograms, and perform data searches and sorts. If you do not have access to a laptop, I will provide graph paper**
- **Tomorrow afternoon will include the Red Pen Blue Pen Exercise, the Life Cycle of a Trend, Dashboards, and Leadership.**