

## The Leader's Script Reference

### Unit 1

1. Has this program been evaluated yet?
2. Is there evidence to support this decision, either our own or in the literature?
3. Is it in my pre-reading package?
4. Are there evaluation findings we should be incorporating into our upcoming strategic planning?

### Unit 2

1. Do our programs all have logic models?
2. How much outcome evaluation is actually happening?
3. Am I comfortable with evaluation terms and talk?
4. Are we providing our evaluators with meaningful evaluation questions?

### Unit 3

1. Who is most affected by this program being evaluated, and how are they involved?
2. Do the evaluation questions address systemic drivers of inequity?
3. Are there plans to disaggregate the data when analyzed?
4. How will we ensure that these findings result in program improvements for the people served?

### Unit 4

1. What type of evidence do we require to make a decision about this program?
2. What is the usability of this evidence in our context?
3. Do we need to establish causation? Are there other sources of evidence?
4. What can our evaluator suggest that will give us the answers we need?

### Unit 5

1. Are we approaching this issue from a linear or systems perspective?
2. Are we expecting a simple solution for a complex problem?
3. How have the evaluation boundaries been framed?
4. What are some possible leverage points we can act on?

### Unit 6

1. Does this evaluation ask, "So What"?
2. Am I getting evaluation reports in a format I can easily digest?
3. When are we going to develop an action plan for these findings?
4. Do I have the evaluation findings I need to inform this discussion?

### Unit 7

1. Are we tapping the full potential of our evaluators?
2. Do our evaluators have the ear of management?
3. Do we need an internal or external evaluator for this project?
4. Have we adequately resourced the evaluation?

### Unit 8

1. Do we have an organizational policy regarding evaluation?
2. How can we better maximize the value from our evaluators?
3. Do we have a true culture of evaluation?
4. What are we doing to support evaluation in this organization?

