

## Welcome

## #SWF2015 June 18, 2015

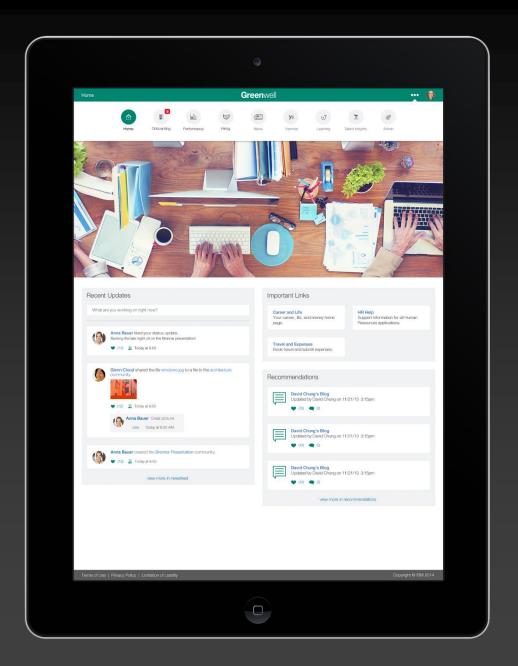


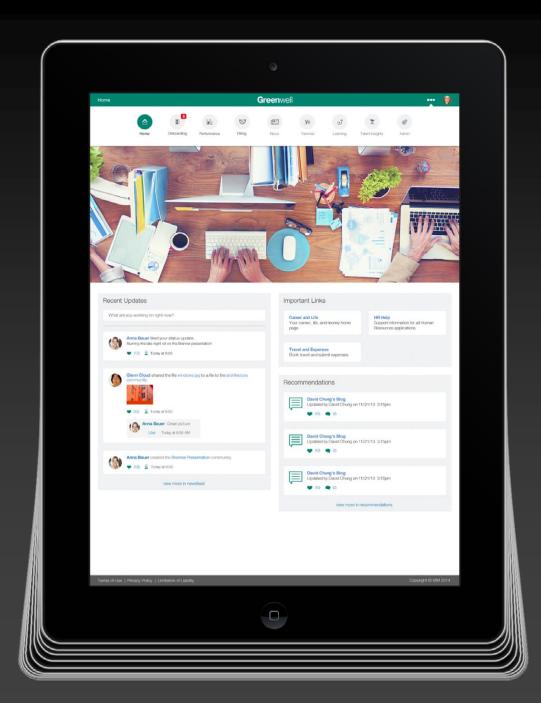
IBM Smarter Workforce Summit

#### **Opening Remarks**

**David Kelly** IBM Smarter Workforce European Director











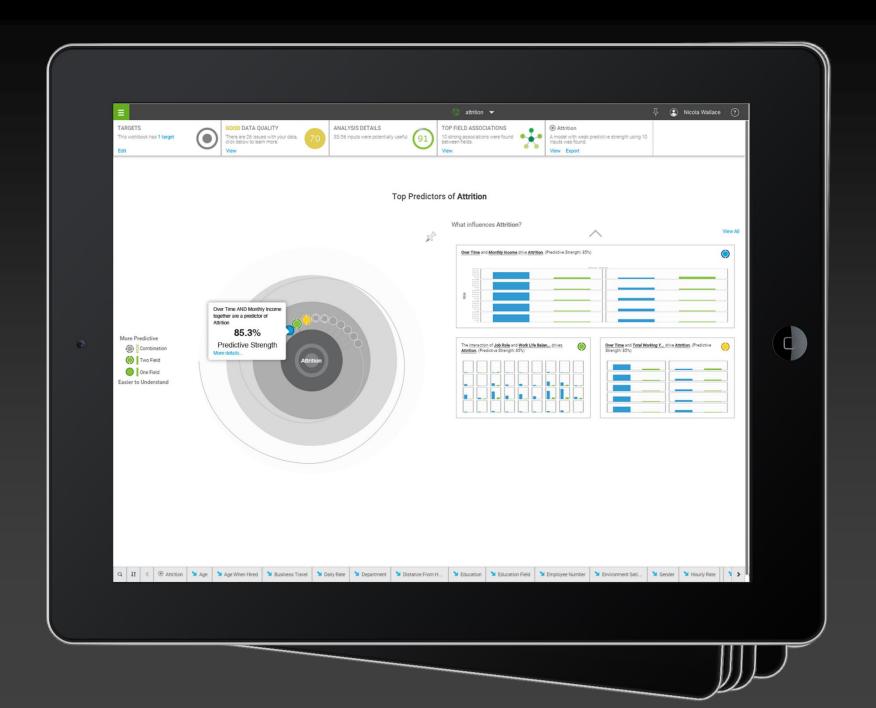


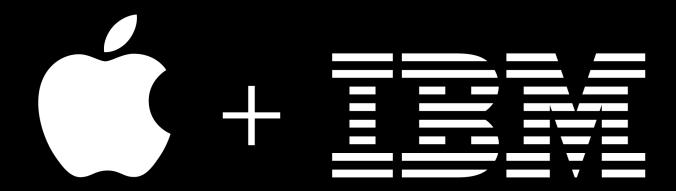




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	Stream 1: Talent Acquisition Room: Jardine Suite	Stream 2: Workforce Science Room: John Major	Stream 3: Employee Experience Room: Pakistan	Stream 4: Workforce Analytics Room: India
10:35 - 11:20	Around the World in 90 Days: The Journey of a Talent Revolution at Regus!	Managing and delivering change: Lessons in good practice	PANEL DISCUSSION Building a truly inclusive organisation that embraces diversity: best practice to achieve genuine change	HR - Making the shift from intuition to an analytical and fast data approach
11:30 - 12:15	PANEL DISCUSSION A match made in heaven? The best blended approach to talent acquisition in an age of 'hyper candidate care'	The Employee Engagement Journey at Deutsche Post DHL Group and Engagement 2020, The Future of Work!	A New Way to Work to create an engaged and connected workforce	What can HR do to drive business transformation?
12:15 - 13:25	Lunch			
13:25 - 14:10	Becoming an employer of choice: Developing Global Assessment Approach with BAT	PANEL DISCUSSION Continuous Listening: A new era of social engagement	Improving the Learner experience through IBM Design Thinking	Workforce Analytics: a new best practice guide to the first 100 days of setting up an analytically enabled HR function
14:20 - 15:05	JLR ADVANCE For Leadership Excellence: Identifying and Developing Jaguar Land Rover's Future Leaders	Zurich's Journey: Measuring What Matters	A Journey of Collaboration: How culture and engagement play a key role in delivering success	PANEL DISCUSSION Workforce Analytics: Latest fad or HR's "seat at the Table"?





### #SWF2015 June 18, 2015

# IBM Smarter Workforce Summit

Jonathan Ferrar Vice President, IBM Smarter Workforce & Kenexa

















WIKIPEDIA The Free Encyclopedia

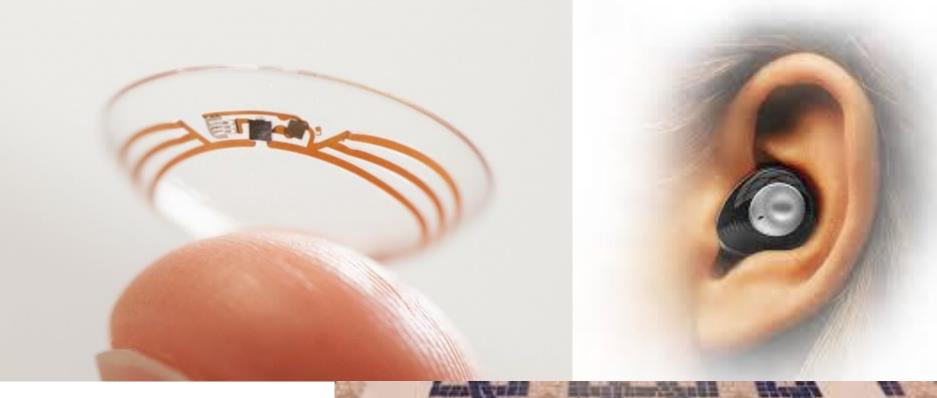












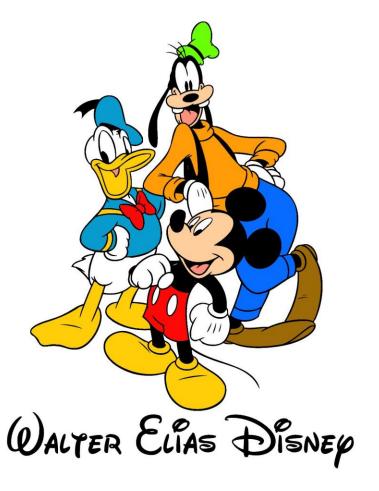


## 

### Introducing Kenexa Open HR.

#### "The way to get started is to quit talking and start doing"









## jonathan ferrar



### #SWF2015 June 18, 2015

# IBM Smarter Workforce Summit

#### Katrina Troughton Vice President Social Business and Smarter Workforce Solutions







#### Wimbledon

#### HILL V WORLD **GENTLEMEN'S SINGLES** 00 4 6 6 5 15 6 3 3 4 R. Federer [1] R. Nadal [2] FINAL CENTRE COURT **GET INVOLVED!** FAN PHOTOS W @ WIMBLEDON #WIMBLEDON #THEHILL #WIMBLEDON 2014 THE HILL SAYS QUESTION THE WORLD SAYS Federer is one game up, in the fourth set. So who's going to win the 2014 Final, Federer or Nadal? 33% 28% If you are on the hill at Wimbledon, tweet your 67% 72% answer using #THEHILL If you are not at the Championships, tweet your answer using #THEWORLD NADAL FEDERER THE WORLD THE HILL LIVE VIDEO | TIME-LAPSE ( 605 REFRESH ) TRACKING NUMBER OF TWEETS #THEWORLD TWEETS TODAY TWEETS TOTAL SENTIMENT 66,542 1.232м R. FEDERER 92%



Andy Burns



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#WIMBLEDON #FINAL #FEDERER #NADAL **#THE HILL #WEATHER #TENNIS** 



FACTOID

"I've learned that people will forget what you said, people will forget what you did, but people will never forget how you made them feel."

#### Maya Angelou American poet

#NewWayToWork





Most collaboration done away from HQ



Ideation – 8 GTM strategies worth B's



Business Process from 40 to 6 days

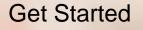


50% faster to market, most profitable

Engaged employees and new processes

Drive culture with Social Business

BOSCH LOUES





Workforce

Systems of Engagement

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an Engaged Workforce

#NewWayToWork

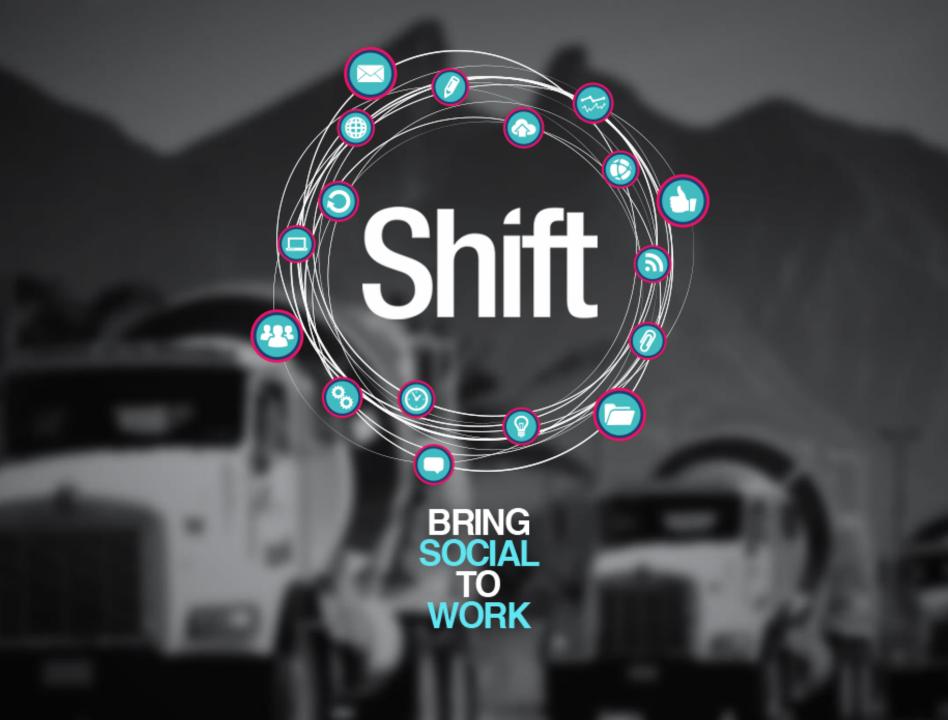


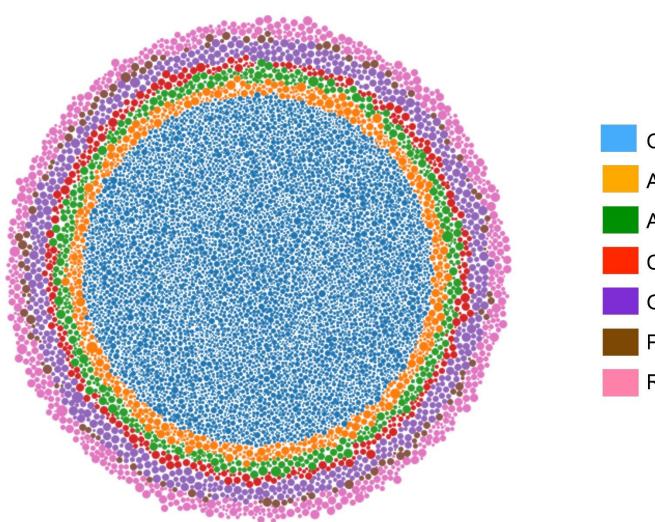


HELPING TO BUILD A GREATER BRITAIN

Innovation Manager, CEMEX









#### From Waste to Fuel



Building a better future







## #SWF2015 June 18, 2015

**Debbie Landers** General Manager, IBM Smarter Workforce & Kenexa



#### ENGAGING EMPLOYEES TO GROW THE BUSINESS

#### SMARTER WORKFORCE



## #SWF2015 June 18, 2015

Thank you. Enjoy the conference!



	Stream 1: Talent Acquisition Room: Jardine Suite	Stream 2: Workforce Science Room: John Major	Stream 3: Employee Experience Room: Pakistan	Stream 4: Workforce Analytics Room: India
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## Research-based insights

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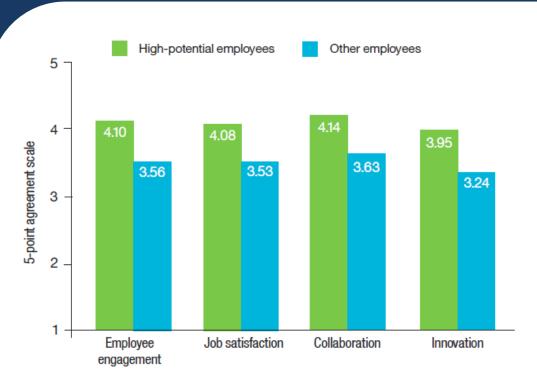


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### **High-potentials**



High potential employees are more engaged, satisfied, collaborative and innovative than other employees.

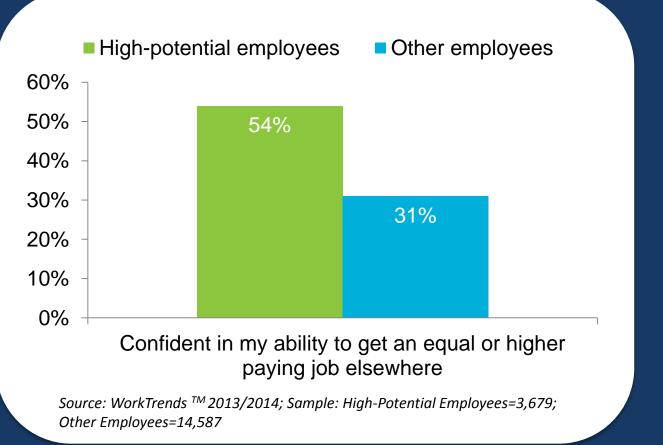


Source: WorkTrends™ 2013/2014; Sample: High-Potential Employees=3,679; Other Employees=14,587 Source:

IBM (2014) Are traditional HR practices keeping your organization average? Build a high-potential organization with workforce science



More high potentials are confident in their ability to get an equal or higher paying job elsewhere (54% vs 31%).



#### Source:

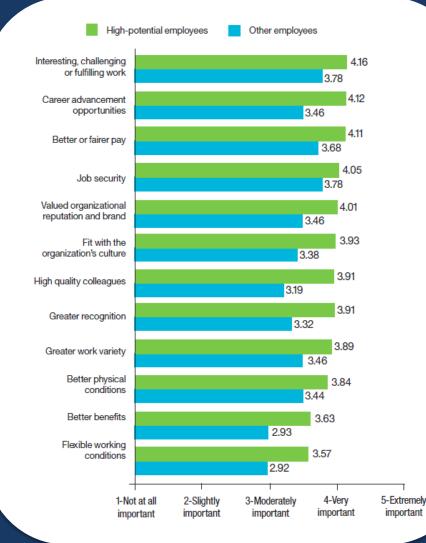
IBM (2014) Are traditional HR practices keeping your organization average? Build a high-potential organization with workforce science

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#### Everything is more important in attracting highpotentials compared to other employees.



#### **Biggest differences:**

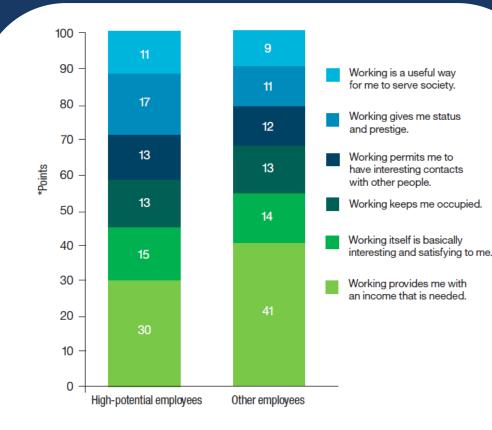
- High quality colleagues
- Better benefits
- Career advancement opportunities
- Flexible working conditions.

#### Source:

IBM (2014) Are traditional HR practices keeping your organization average? Build a high-potential organization with workforce science



Compared to other employees, high potentials see work as more about status and prestige and less about income.



#### Source:

IBM (2014) Are traditional HR practices keeping your organization average? Build a high-potential organization with workforce science

Source: WorkTrends 2013/2014; Sample: High-Potential Employees=3,679; Other Employees=14,587;

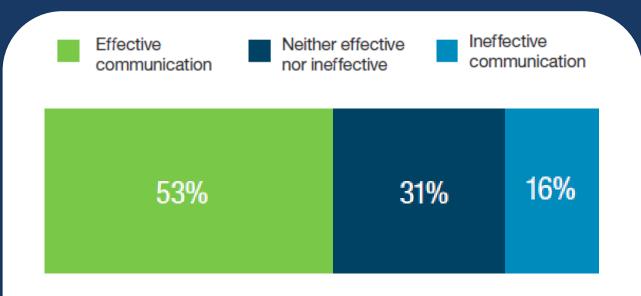
\*To help explain what working means to employees, we asked them to assign a total of 100 points, in any combination they desired, to the six statements listed. The more a statement expressed their thinking, the more points they assigned to it.

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### Compensation



Only about half (53%) of employees feel their managers are doing a good job communicating with them about their pay.



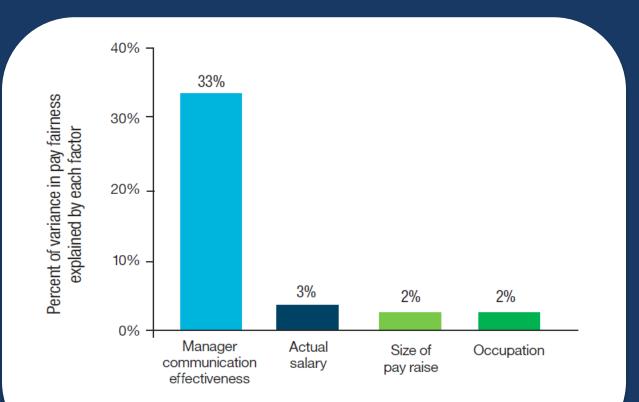
Source: WorkTrends 2013/2014 U.S. non-management employees (n = 5,112). Note: Employees rated their managers on the four items listed above using a 5-point agreement scale. Responses to these four items were averaged and then recoded into three agreement categories to produce the scores presented above.

#### Source:

IBM (2015) From messengers to compensation ambassadors: HR and managers working together for more effective pay conversations



### Manager communication is ten times more important to employees' perceptions of pay fairness than their actual salary or raise size.



Source: WorkTrends 2013/2014 U.S. non-management employees (n=5,112). Notes:  $R^2 = .40$ , F(27, 3, 925) = 99.78, p < .00.

#### Source:

IBM (2015) From messengers to compensation ambassadors: HR and managers working together for more effective pay conversations



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2x as many managers feel comfortable with pay conversations when they buy-in to their organization's compensation philosophy.



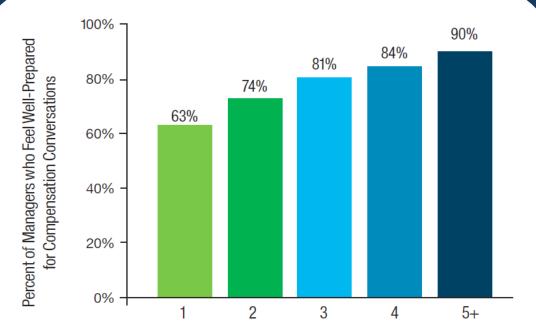
Source: WorkTrends 2013/2014 U.S. managers (n=3,813).

#### Source:

IBM (2015) From messengers to compensation ambassadors: HR and managers working together for more effective pay conversations



## More managers feel prepared for compensation conversations when they have more information.



Pieces of information managers use in compensation conversations

Source: WorkTrends 2013/2014 U.S. managers (n=3,813). Note: The correlation between pieces of compensation information and manager's preparedness is .24 (p < .00).

#### Source:

IBM (2015) From messengers to compensation ambassadors: HR and managers working together for more effective pay conversations



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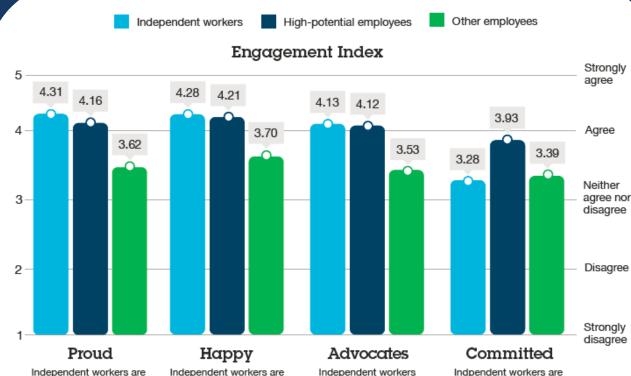


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### Independent Workers



Independent workers are more engaged than regular employees, and have more pride and satisfaction than even high-potentials.

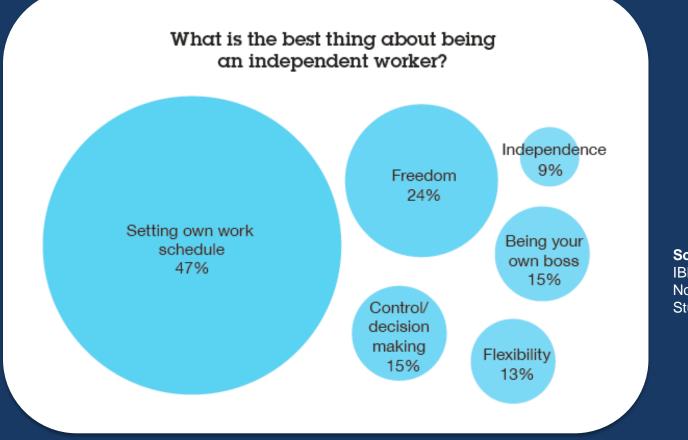


Source: IBM (2014) Ye

IBM (2014) Your Best Worker May Not Be Your Employees: A Global Study of Independent Workers

Independent workers are proud to tell people they work with their client. More proud than employees are to work for their organization. Independent workers are satisfied working for their client. More satisfied than employees are to work for their organization. Independent workers would gladly refer a good friend or family member to their client for employment or contract work. Indpendent workers are a little less likely to think about looking for work with another client, than employees are to look for another job.

#### Independent workers love their autonomy



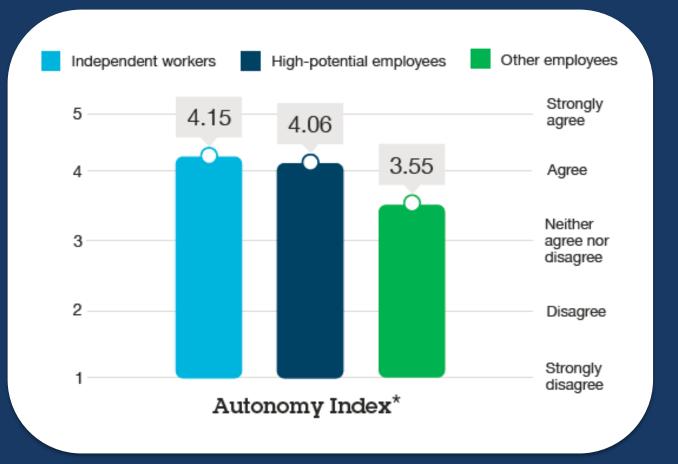
**Source:** IBM (2014) Your Best Worker May Not Be Your Employees: A Global Study of Independent Workers

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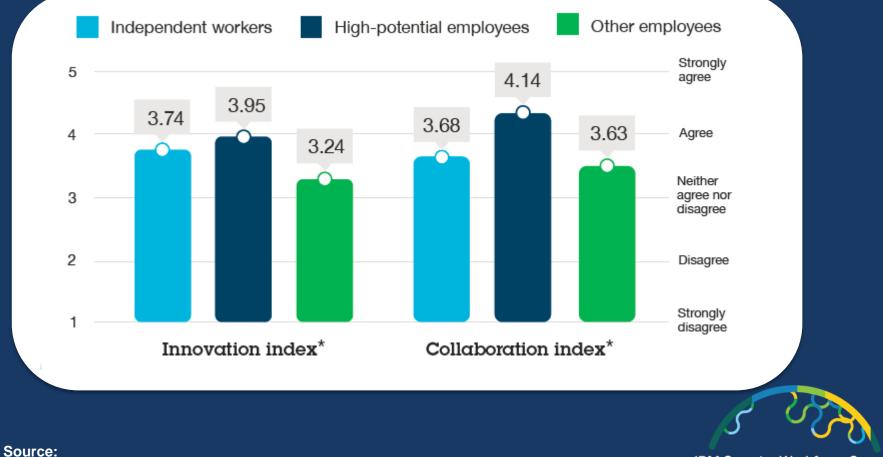
High potential employees have almost as much autonomy as independent workers, which is a lot more than other employees get.



Source:

IBM (2014) Your Best Worker May Not Be Your Employees: A Global Study of Independent Workers

Independent workers are almost as innovative, but not quite as collaborative as high-potential employees.



IBM (2014) Your Best Worker May Not Be Your Employees: A Global Study of Independent Workers

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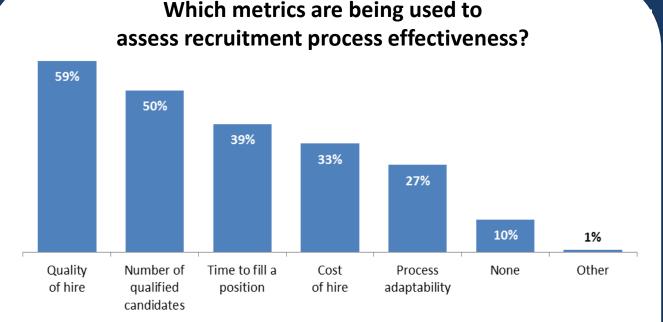


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### **Recruitment Metrics**



More than half of organizations use quality of hire metrics to evaluate recruitment processes - 1 in 10 does not use any metrics.



#### Source:

IBM (2015) The secret to reducing hiring mistakes? It's in the metrics.

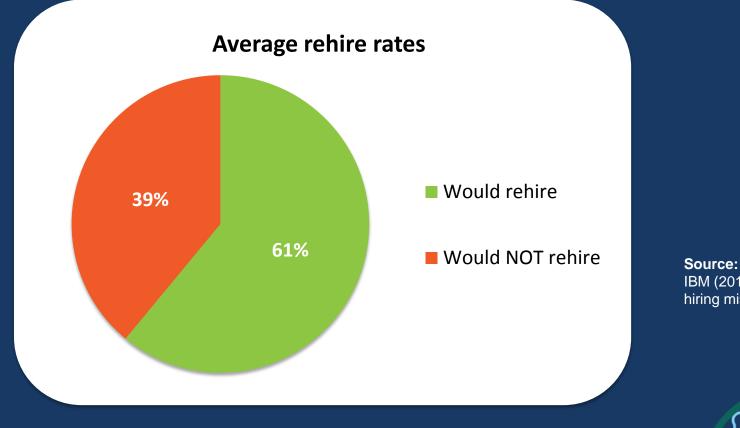
Source: WorkTrends 2013/2014 HR leaders and hiring managers (n=6,202).

Note: Percents sum to greater than 100, because respondents could select more than one assessment.

Process adaptiability refers to how easily the process can be modified to suit the changing needs of the organization.



## On average, 39 percent of recent hires would not be *rehired*. That's a lot of hiring mistakes.



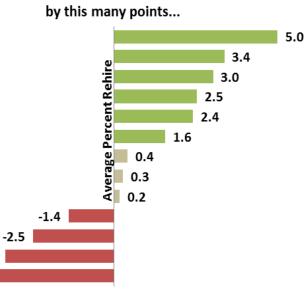
**Source:** IBM (2015) The secret to reducing hiring mistakes? It's in the metrics.

UESTION: Thinking about those employees hired by you or your group in the past 12 months, if you had the chance to do it over again, what percent of them would you rehire?

Effectiveness metrics, like quality of hire, are associated with a *decrease* in hiring mistakes—by nearly 18% pts.

#### When an organization uses this metric...

Feedback from Peers/Coworkers Employee-Organization Fit Performance Appraisal Ratings Hiring Manager Feedback Time Until Maximum Productivity Leadership Potential of New Hires Retention of New Hires Process Adaptability Objective Productivity Measures Number of Qualified Candidates Time to Fill Position Cost of Hire Promotion Speed



Percent rehire changes

Source: IBM (2015) The sec

IBM (2015) The secret to reducing hiring mistakes? It's in the metrics.

Source: WorkTrends 2013/2014 HR leaders and hiring managers (n=6,202). Notes: R<sup>2</sup> = .11, F(57, 6,144) = 12.83, p < .00. Several control variables were also included in this model, including whether the respondent works in HR, home country, and industry.

-3.3

-3.6



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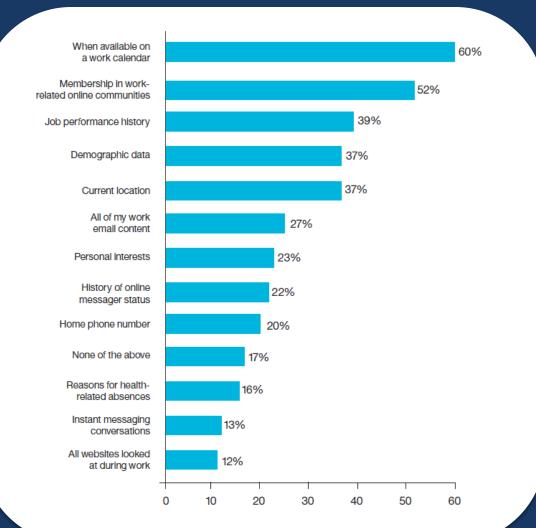


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### Workforce Analytics



## Only 12% of employees want their organizations to know what websites they visit at work



**Source:** IBM (2015) Active employee participation in workforce analytics: A critical ingredient for success



## Set up your HR function to embrace workforce analytics: The first 100 days



**Source:** IBM (2015) Starting the Workforce Analytics Journey: The First 100 Days



#### Categorizing workforce analytics projects

-evel of Impact Instign Indirect/Productivity

Direct/Cost Reduction

mprovement

#### Easy to implement, delayed returns Hard (e.g., Interpret results and prioritize actions following business pr

Fast Path to Action

performance review)

**Quick Win** 

Easy to implement, fast returns

(e.g., Improve efficiency of sourcing and

recruiting to reduce cost per hire)

#### Improvement

Long-Term Business

Hard to implement, delayed returns

(e.g., Enhance client satisfaction and profitability by optimizing skill mix on client engagements)

#### Long-Term Cost Savings

Hard to implement, fast returns once implemented

(e.g., Move to new employee self-service HR system)

Easier/No Change in the way Work Gets Done Harder/Substantial Workforce Transformation

#### Ease of Implementation

Source: IBM (2015) Starting the Workforce Analytics Journey: The First 100 Days



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