

Module Page	Voiceover Narration
Overview of IPP Data - 1	Hello! I'm Sam, IPP Expert User. Welcome to the IPP online module, "Using the Data." You should also complete the other online module, "Exploring the System." In "Exploring the System," you will learn about the features of the IPP Data Management System and have a chance to practice looking up basic information in the system.
Overview of IPP Data - 1	This module, "Using the Data," will allow you to take a more in-depth look at how the IPP data management system can be used for various purposes, including analyzing data over time within your own institution, comparing your institutional performance to that of peer institutions, and as a data support resource for responding to inquiries. Please note that the data used in these modules is test data and does not reflect a specific Division II institution.
Overview of IPP Data - 1	The IPP data management system may help you identify issues and trends in a timely way, clarify priorities, and improve the efficiency of athletics department operations.
Overview of IPP Data - 1	Take a moment to review this brief recap of IPP's key capabilities, and then click Next to continue.
Academic Trends - 1	<p>The President of the university was alerted that the football team continues to demonstrate poor academic performance.</p> <p>She asks you, in your role as Sports Administrator, to look into what's been happening with the football team with regard to its academic performance over the last few years, and find out why this is happening and whether the trend will continue.</p>
Academic Trends - 1	The football coach claims that he has been recruiting the same caliber students as other coaches at the university, and that his recruits are also comparable to students being recruited by other schools in your Conference.
Academic Trends - 2	How might you use the IPP data management system to respond to the president's request? Take a few moments to access your IPP data management system in a different browser window or tab and look at the data available in the Academics section. Think about what data you might be able to use to address this issue. When you are done, return to this page in the module and click the Feedback button to continue.



Academic Trends - 3	<p>For this exercise, we'll assume that you were able to use the IPP data management system to confirm that the football team is performing poorly academically compared to other teams at the institution and within the conference.</p> <p>So, you know that the football team is not achieving academically at the level you want them to, but why? The football coach claimed that his recruits are of the same academic caliber as those for other sports at your institution and across the Conference. Let's review how you can use IPP to validate that claim – or not.</p>
Academic Trends - 4	<p>Start on the Home screen, and expand the Academics menu.</p> <p>Select “High School Core GPA” from the “Initial Eligibility” category on the menu. This will take you to the “High School Core GPA” screen.</p>
Academic Trends - 5	<p>At the top of the screen you will see the Annual Trend graph for High School Core GPA. It shows the High School Core GPA data for all student athletes at your school, as well as for all student athletes for the standard comparator groups and any Peer Groups you have selected.</p> <p>You note that the High School Core GPA for all student athletes at your institution has trended up slightly over last few years, ranging between 3.32 and 3.38. The GPA for the Conference has varied a bit more, but has been roughly comparable to your institution for the last few years.</p> <p>Now you want to look at the data specifically for the football team. Click on the “By Sport” tab.</p>
Academic Trends - 6	<p>At the top of the “By Sport” tab is a graph showing the High School Core GPA for all of your institutional sports teams.</p>
Academic Trends - 6	<p>Below the graph is the “Choose a sport to compare to peers” dropdown menu. Select “Football” from the dropdown.</p>
Academic Trends - 7	<p>Scroll down to view the data for your institution's football team and comparators.</p>
Academic Trends - 7	<p>You notice right away that your football team's High School Core GPA has historically been lower than that of the Conference. In fact, it has declined over the past few years, from a 2.93 to a 2.89.</p>



Academic Trends - 8	It looks like the coach's claim might not be correct – based on your initial analysis, it appears that the football team has been recruiting students with lower High School Core GPAs than the average for all student athletes at your school, and for the Conference as a whole. This practice may be a contributing factor to the poor academic performance.
Academic Trends - 8	In order to further review data related to the academic performance of recruited football student athletes, you should check the data for the College Entrance Exam Scores.
Academic Trends - 9	Don't forget to consider other factors as well – IPP data can only take you so far. Make sure to communicate with all appropriate departments and colleagues to determine all potential contributing factors with regard to the academic trends. For example, maybe there isn't sufficient tutoring available for student athletes who are struggling academically.
Academic Trends - 10	In the end, you were able to use data from IPP to show that, although below the Conference average, the Current GPA data for the football team is trending upward, indicating improvement over last few years.
Academic Trends - 11	Thank you for viewing this scenario. Choose an option to Continue.
Initial-Eligibility Waiver - 1	The men's outdoor track coach comes to you, in your role as athletic director, and says he has a recruit from Denmark who's a real difference-maker. Unfortunately, this promising recruit is a nonqualifier – since he's not eligible right now, the coach wants the university to submit a waiver.
Initial-Eligibility Waiver - 1	The coach brought in four nonqualifiers and has brought in several nonqualifiers per year since 2011.
Initial-Eligibility Waiver - 2	How might you use the IPP data management system to assess the track coach's request? Take a few moments to access your IPP data management system in a different browser window or tab and look at the data available in the Academics section. Think about what data might help you make an informed decision about the waiver request. When you are done, return to this page in the module and click the Feedback button to continue.
Initial-Eligibility Waiver - 3	Start on the Home screen, and select the Academics menu. Then select "Total Credits Earned" from the "Progress to Degree" category. This will take you to the "Total Credits Earned" screen.



Initial-Eligibility Waiver - 4	At the top of the screen you will see the Annual Trend graph for Total Credits Earned. It shows the Total Credits Earned data for all student athletes at your school, as well as for all student athletes for the standard comparator groups and any Peer Groups you have selected.
Initial-Eligibility Waiver - 5	You're interested in the men's outdoor track team, but you take note of the average for your school's student athletes—which has been 28 for the last few years.
Initial-Eligibility Waiver - 6	Now you want to look at the data specifically for the men's outdoor track team. Click on the "By Sport" tab.
Initial-Eligibility Waiver - 7	At the top of the "By Sport" tab is a graph showing the Total Credits Earned for all of your institutional sports teams.
Initial-Eligibility Waiver - 7	Below the graph is the "Choose a sport to compare to peers" dropdown menu. Select "Men's Track Outdoor" from the dropdown.
Initial-Eligibility Waiver - 8	Scroll down to view the data for your institution's men's outdoor track team and comparators.
Initial-Eligibility Waiver - 9	The men's outdoor track team has dropped from an average of 28 or 30 from 2008-2010—which is comparable to student athletes at your school overall—down to 26 credits since the coach started adding a large number of nonqualifiers to the team in 2011.
Initial-Eligibility Waiver - 9	There seems to be a correlation, but you need to check on other Progress to Degree data.
Initial-Eligibility Waiver - 10	The Eligibility Rate data for the men's outdoor track team shows a similar trend...
Initial-Eligibility Waiver - 11	But when you check the Current GPA data for men's outdoor track, you notice that there is actually an upward trend over the last few years, although the team's performance overall is lower than most of the comparator groups.



Initial-Eligibility Waiver - 12	<p>Your analysis tells you the team is underperforming academically overall, but it may or may not be related to the large number of nonqualifiers added in recent years.</p> <p>The data raises some questions, which is often the case. If the team is underperforming academically—regardless of the reason—does adding one more player who is struggling academically make sense? What other factors might be contributing to the team’s academic performance? What kind of academic support does the team need to lift their performance overall?</p> <p>You will need to discuss this issue with the appropriate colleagues before making a decision about the waiver.</p>
Initial-Eligibility Waiver - 13	Thank you for viewing this scenario. Choose an option to Continue.
Assessing Academic Support - 1	Softball and baseball have both requested substantial academic support budgets for next year, but there are limited funds.
Assessing Academic Support - 2	<p>How might you use the IPP data management system to determine how best to allocate the budget for academic support?</p> <p>Take a few moments to access your IPP data management system in a different browser window or tab and look at the data available in the Academics section. Think about what data might help you make an informed decision about the budget. When you are done, return to this page in the module and click the Feedback button to continue.</p>
Assessing Academic Support - 3	Start on the Home screen, and select the Academics menu. Then select “Total Credits Earned” from the “Progress to Degree” category. This will take you to the “Total Credits Earned” screen.
Assessing Academic Support - 4	<p>At the top of the screen, you will see the Annual Trend graph for Total Credits Earned. It shows the Total Credits Earned data for all student athletes at your school, as well as for all student athletes for the standard comparator groups and any Peer Groups you have selected.</p> <p>You want to take a look at the data for the softball team first, since they have received a robust academic support budget for several years in a row.</p> <p>Select the “By Sport” tab.</p>



Assessing Academic Support - 5	<p>At the top of the “By Sport” tab is a graph showing the Total Credits Earned for all of your institutional sports teams.</p> <p>Below the graph is the “Choose a sport to compare to peers” dropdown menu. Select “Softball” from the dropdown.</p>
Assessing Academic Support - 6	<p>Scroll down to view the data for your institution’s softball team and comparators.</p>
Assessing Academic Support - 7	<p>From a low of 29 in 2010, the softball team has brought their Total Earned credits up to 32 consistently for the last few years.</p> <p>It seems like the academic support has been working. Since the team is completing 32 credit hours per year you know you will not need to fund summer school for the team.</p> <p>Switch to view the baseball team data by selecting “Baseball” from the “Choose a sport to compare to peers” dropdown menu.</p>
Assessing Academic Support - 8	<p>Baseball, on the other hand, only earned 26 credits in 2013 and is on a downward trend from 27 the previous year.</p>
Assessing Academic Support - 8	<p>When you check the comparative GPAs for softball...</p>
Assessing Academic Support - 9	<p>And baseball...</p> <p>The data shows a similar trend: softball seems to be succeeding academically while baseball is struggling.</p> <p>Based on the data, you might to consider allocating more academic support resources to the baseball team in order to help bring their academic performance up.</p>
Assessing Academic Support - 10	<p>Before you make a decision, however, you may want to review other information.</p> <p>For example, what is the academic performance of the individuals the coaches recruit for each team? Is there a way to review the academic support that each team is currently receiving and whether or not the team is using the academic support?</p>
Assessing Academic Support - 11	<p>Thank you for viewing this scenario. Choose an option to Continue.</p>



Assistant Coaches Compensation - 1	<p>You're an athletic director having a year-end meeting with the women's basketball coach. She tells you that her assistant coaches are underpaid versus the rest of the Conference and she is concerned about her ability to retain them at their current salaries.</p>
Assistant Coaches Compensation - 2	<p>How might you use the IPP data management system to validate (or invalidate) the coach's claim?</p> <p>Take a few moments to access your IPP data management system in a different browser window or tab and look at the data available in the Financial section. Think about what data might help you address the coach's concerns. When you are done, return to this page in the module and click the Feedback button to continue.</p>
Assistant Coaches Compensation - 3	<p>Start on the IPP Home Screen. Click on the "Financial" icon to navigate to the main Financial screen.</p>
Assistant Coaches Compensation - 3	<p>On the Financial screen click on the "plus" icon to expand the "All Financial Indicators" menu.</p> <p>From the expanded menu, select "Assistant Coaches Compensation" from the "Compensation" category.</p>
Assistant Coaches Compensation - 4	<p>This will take you to the "Assistant Coaches Compensation" screen, which displays the Annual Trend graph for Assistant Coaches Compensation for all sports at your school, alongside the standard comparator groups and any Peer Groups you have selected.</p> <p>You want to take a look at the data for the assistant coaches for the women's basketball team, so select the "By Sport" tab.</p> <p>At the top of the "By Sport" tab is a graph showing the Assistant Coaches Compensation for all of your institutional sports teams.</p>
Assistant Coaches Compensation - 5	<p>Below the graph is the "Choose a sport to compare to peers" dropdown menu. Select "Women's Basketball" from the dropdown.</p> <p>Scroll down to view the data for your institution's women's basketball team and comparators.</p>



Assistant Coaches Compensation - 6	<p>You can immediately see that the Assistant Coaches Compensation for the women's basketball team at your institution is higher than that for assistant coaches of women's basketball in the Conference as a whole.</p> <p>You use the Print Chart function to print out a copy of the data to share with the women's basketball coach as a follow-up to your meeting.</p>
Assistant Coaches Compensation - 7	<p>Thank you for viewing this scenario. Choose an option to Continue.</p>
Revenue vs. Expense - 1	<p>As the chief business officer for athletics, you want to understand how the revenue vs. expense comparison is trending—is the gap widening or shrinking? The trend might affect the subsidy athletics receives from the university.</p>
Revenue vs. Expense - 2	<p>How might you use the IPP data management system to review at a high level how revenues vs. expenses are trending? Take a few moments to access your IPP data management system in a different browser window or tab and look at the data available in the Financial section. Think about what data might help you get a sense of the big picture. When you are done, return to this page in the module and click the Feedback button to continue.</p>
Revenue vs. Expense - 3	<p>Start on the IPP Home Screen. Click on the “Financial” icon to navigate to the main Financial screen.</p>
Revenue vs. Expense - 3	<p>On the Financial screen click on the “plus” icon to expand the “All Financial Indicators” menu.</p>
Revenue vs. Expense - 3	<p>From the expanded menu, select “Total Athletics Revenue” from the “Total and Net Revenue” category.</p>
Revenue vs. Expense - 4	<p>This will take you to the “Total Athletics Revenue” screen, which displays the Annual Trend graph for the Total Athletics Revenue data for your institution, alongside the standard comparator groups and any Peer Groups you have selected.</p> <p>Revenues for your institution are comparable to all comparator groups. You can see that after a steady increase from 2009 to 2013, revenues have flattened out a bit, hitting just under \$15,000,000 in 2014.</p> <p>You want to compare this revenue data to the Total Athletics Expenses data, so you select “Total Athletics Expenses” from the Expenses category in the Financial dropdown menu at the top of the screen.</p>



Revenue vs. Expense - 5	<p>Like the Total Athletics Revenue, Total Athletics Expenses are trending up. However, expenses are trending up more sharply than revenue.</p> <p>Up from nearly \$13,000,000 in 2013 to almost \$16,000,000 in 2014, Total Athletics Expenses now exceed Total Athletics Revenue.</p>
Revenue vs. Expense - 6	<p>Another way to view this data would be to click on the Total Athletics Net Revenue indicator page.</p> <p>The sharp increase in expenses and the resulting gap between expenses and revenue is likely due to a number of causes, such as the rising costs of facility development, a recent increase in athletics scholarships, and other expense increases. You can use the IPP data management system to drill down into the data for specific expense types to find out more.</p> <p>Once you have done that, you'll be prepared to meet with your sports administrators to discuss how to adjust expenses accordingly.</p>
Revenue vs. Expense - 7	<p>Thank you for viewing this scenario. Choose an option to Continue.</p>
Adding a New Sport - 1	<p>During your year-end meeting, the president of the university asks you, the athletic director, to look into the implications of adding women's lacrosse to your athletics programs.</p>
Adding a New Sport - 2	<p>How might you use the IPP data management system to better understand the expense implications of adding women's lacrosse to your athletics programs?</p> <p>Take a few moments to access your IPP data management system in a different browser window or tab and look at the data available in the Financial section. Think about what data might help you evaluate the impact of adding a sport. When you are done, return to this page in the module and click the Feedback button to continue.</p>
Adding a New Sport - 3	<p>Start on the Home screen and select the "Create" link next to "Peer Groups" on the upper, right-hand side of the screen.</p>
Adding a New Sport - 4	<p>This will take you to the Create Peer Group screen. On this screen you can create a Peer Group that includes institutions with the appropriate profiles to help you evaluate how adding women's lacrosse might affect your athletics program.</p>



<p>Adding a New Sport – 5</p>	<p>In order to create an effective Peer Group for comparison, you might consider the following attributes when adding institutions:</p> <ul style="list-style-type: none"> • What schools sponsor women’s lacrosse? • What schools have a comparable athletics department budget? • How many additional sports does the school sponsor? • Is it a public or private institution? • What is the school’s geographic location?
<p>Adding a New Sport - 6</p>	<p>Once you have saved your new Peer Group...</p> <p>...select the Financial button at the top of the screen to expand the Financial dropdown menu.</p> <p>Then select “Total Athletics Expenses” from the Key Indicators sub-category in the dropdown.</p> <p>This will take you to the Total Athletics Expenses screen, which shows the total amount that your institution and the comparator groups spend on all their athletics programs combined.</p>
<p>Adding a New Sport - 7</p>	<p>You can see the “Women’s Lacrosse” Peer Group you created is now included in the comparator group key.</p> <p>You can also see that the Women’s Lacrosse Peer Group’s total athletics expenses are actually similar to that of your institution. Perhaps adding women’s lacrosse to your athletics program won’t have a tremendous impact on expenses...</p>



Adding a New Sport - 8	<p>Reviewing the “Total Athletics Expenses” gives you a sense of the big picture, but there are a lot more data points to review and consider as you evaluate the impact of adding a sport.</p> <p>You can continue using the Financial section of the IPP data management system to drill down into more specific data, such as:</p> <ul style="list-style-type: none"> • Athletics Expenses per Student-Athlete • Team Travel • Equipment, Uniforms and Supplies • Recruiting • Direct Facilities, Maintenance and Rental; and • Salaries, Benefits and Severance as a percentage of Total Expenditures <p>Once you have established what it is costing similarly-situated institutions to sponsor women’s lacrosse as a sport, you can present your findings to the president of the university.</p>
Adding a New Sport - 8	Thank you for viewing this scenario. Choose an option to Continue.
Conclusion	<p>You have completed the “Using the Data” online module. Thank you for your participation.</p> <p>If you have any questions regarding IPP or this education program, please use the IPP Email Address: D2ipp@ncaa.org.</p>

