



#### What we use our measurements to?

- To know our quality
- · Continuous adjustment of hours
- Management of interview costs
- Used as background for quality conversations
- · Provide the best and accurate feedback
- · Setting goals for each employee
- · Starting point for coaching

Talking attitude, approach, way of thinking, motivation





	What is measured	Conditions	Value
Time consumption	Call time Interview time Break time Average interview time	Date Day Time Lenght of interview	Stability and efficacy
Dial result	Completion rate Refusal Screening Interview Number of calls Appointment type	Date Day Time Websvar	Quality and stability
Question quality	Significance Redial control Dont know ttl Refuse to answer ttl	Interview conducted	Quality

#### Tools for control and manage telephone interviewers and measurement tools

- · We make counts at each survey.
- We do control for at series of actions and calculate various indicators that together provide an <u>index</u> of the interviewers work.
- · Many different list of what we want to measure
- Indeks part 1 measure on:
- Completion rate for each interviewer compared with all

Completion rate = interview + non respons

- Non respons rate spread on:
  Refusal

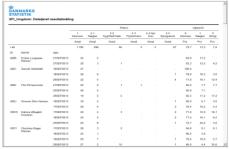
  - Disease and death

  - Language difficulties Not available in the interview period





# **Completion rate and nonresponse rate calculated on categories**



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#### Indeks part 2 measure on:

- Call time = time from call image is displayed to the end - either at the start of an interview or at the beginning of a new call image
- Average call time on all calls for each interviewer compared with all

Range from 00:00:40 to 00:01:05 dependent on the average time per interview



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#### Separate measurement of long call times

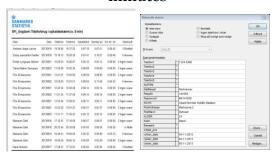
- Call lasting more than 5 minute
  Expressions for not following our instructions for right use of the interview system
- Low performance
- Ineffective
- Is it the same employees?







# Stay in call image more than 5 minutes



#### Separate measurement of screening

Screening is an expression of either the interviewer is not making the call or does not let the phone ring long enough.

- Measure on "no answers" and "busy"
- · Rate screening from:

0 to 3 second

4 to 7 second

8 to 12 second



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#### Consequence of the screening!

Expression of: The interviewer is making more phone calls shown in the technology than in real time.

- This means that you cheat our system and receive a salary for doing nothing
- This means that our customers do not have the number of calls they are promised
- This means that an investigation can be extended
- This means that we may mistakenly believe our phone number search is poor







## Spreadsheet of rapid "no answers"





## Spreadsheet of each "no answer"







#### **Indeks part 3 measure on:**

- Interviewtime = The time spent in the questionnaire.
  The time is calculated as soon as the form is opened and until it quits
- average interview time for each interviewer compared with the average interview time for all

Operate with:

Time spent per interview Effective interview time







## Spreadsheet of high interview time

(ID)	Nam	Resper	Dato	Dialtime	interviewtid	Samlet grutid	
ORB	Emilie Lyngsaae Nielsen	15461	20130921	10:06:37	0.06:13	0.03:41	
QRS	Emilie Lyngsase Melsen	12141	20130921	13:35:93	0.05.55	0.03:41	
ares	Errelie Lyngsase Nielsen	11133	20130927	16 09 15	0.05.59	0.03.41	
anc.	Samah Abdellatif	16302	20130916	17:28:10	0.07:36	0.03:41	
GRC	Samah Abdellatif	13903	20130916	20 07 02	0.06:20	0.03:41	
GRC	Samah Abdellatif	13091	20130916	20:31:51	0.06:44	0.03:41	
QF8K	Filis Elmanovska	16366	20130922	13.01.51	0.06.07	0.03.41	
QRU	Simone Shin Hansen	13936	20130916	17:14:50	0.05.66	0.03.41	
QRU	Simone Shin Hansen	16147	20130916	17:34 60	0.08.43	0.03.41	
CORU	Simone Shin Hansen	14614	20130916	17:44:29	0.06:01	0.03:41	
GRU	Simone Shin Hansen	13748	20130916	18:17:22	0.07.19	0.03:41	
QRU	Simone Shin Hansen	12359	20130916	20 14 21	0.07.56	0:03:41	
QRU	Simone Shin Hansen	10067	20130917	10:48:37	0.06.66	0.03.41	
QRU	Simone Shin Hansen	11096	20130917	19:36:22	0.06.59	0.03.41	
WEW	Katrine Ollegård Knudsen	13217	20130917	19:53:50	0.06.32	0.03.41	
WEW	Katrine Øllegård Knudsen	16899	20130917	20:44:11	0.08.58	0:03:41	
wew	Katrine Øllegård Knudsen	54273	20130910	17:07:12	0.07:29	0:03:41	
wew	Katrina Efflegård Knudsen	11708	20130916	19:05:10	0.06.07	0.03.41	
WEW	Katrine Øllegård Knudsen	13162	20130918	20:09:43	0.06:54	0.03:41	
WEW	Katrine Offegård Knudsen	14140	20130925	20.20.63	0.00.55	0.03:41	
WEW	Katrine Øllegård Knudsen	10632	20130925	20:42:16	0.06.24	0.03:41	
WEY	Christina Cager Nielsen	15304	20130917	17:35:39	0.09.34	0.03.41	

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#### **Indeks part 4**

- Working time measured in what it is used on
- Total time = The total time spent in the interview system at the individual survey.
  - Interview time, dial result

Call time and interview time

The remaining time measured as break time





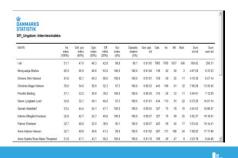
# Remaining time not spent on calls and interviews







#### Monitoring tool that measures the performance







Rules about breaks

- 4 timers arbejde: 25 minutter i alt
- 15 minutters spisepause 10 minutters kaffe/rygepause
- 5 timers arbejde: 25 minutter i alt
- 15 minutters spisepause 10 minutters kaffe/rygepause
- 6 timers arbejde: 45 minutter i alt
- 30 minutters spisepause 15 minutters kaffe/rygepause
- 7 timers arbejde: 45 minutter i alt
- 30 minutters spisepause 15 minutters kaffe/rygepause
- 8 timers arbejde: 50 minutter i alt
- 30 minutters spisepause 20 minutters kaffe/rygepause



#### Measurement and calculation of daily working hours from minute to minute





