

# Using Advanced Analytics for Strategic Decision-Making

## Part 1: Office Roleplay Dialogue

**Scenario:** An Intelligence Analyst, Haruto, is working with his colleague, Sophia, to conduct **advanced analytics** and provide **decision support** for the company's long-term strategy.

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**Sophia:** Hi Haruto, I saw your latest report. How's the **advanced analytics** going for the sales projections?

**Haruto:** It's looking promising. I've been using **forecasting** models to predict revenue for the next two years.

**Sophia:** That's great. Are you incorporating multiple variables for **strategic analysis**?

**Haruto:** Yes, I built different **scenario modeling** options to see how changes in market trends could impact sales.

**Sophia:** That's really useful for executives making long-term plans. Have you prepared a **decision support** summary?

**Haruto:** Not yet, but I'm drafting recommendations based on the most likely outcomes.

**Sophia:** Perfect. Will the leadership team have access to interactive charts?

**Haruto:** Yes, I'll integrate them into the dashboard so they can explore different forecasts visually.

**Sophia:** That will make it much easier to understand. When do you expect to finalize everything?

**Haruto:** I should be ready by the end of the week. Let's schedule a review session before presenting the findings.

**Sophia:** Sounds good! This level of **strategic analysis** will definitely help with decision-making.

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## **Part 2: Comprehension Questions**

### **1. What is Haruto using forecasting models for?**

- (A) Tracking current employee productivity
- (B) Managing daily office supplies
- (C) Scheduling team meetings
- (D) Predicting revenue for the next two years

### **2. What technique is Haruto using to explore different possible outcomes?**

- (A) Scenario modeling
- (B) Manual calculations
- (C) Employee surveys
- (D) Direct interviews with customers

### **3. How will executives interact with the forecasting data?**

- (A) By receiving printed reports only
- (B) Through interactive charts
- (C) By attending a training session
- (D) Through weekly in-person meetings

### **4. When does Haruto expect to finalize the analysis?**

- (A) Next year
- (B) No timeline was mentioned

- (C) By the end of the week
  - (D) Immediately after the meeting
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### Part 3: Key Vocabulary Definitions in Japanese

1. **Advanced Analytics (高度な分析)** – データを深く分析し、より正確な予測や意思決定を行うための手法。
  2. **Forecasting (予測分析)** – 過去のデータを基に将来の傾向を予測すること。
  3. **Decision Support (意思決定支援)** – 経営陣が最適な判断を下せるように分析結果を提供すること。
  4. **Strategic Analysis (戦略分析)** – 企業の長期的な戦略立案のために市場や業績データを評価すること。
  5. **Scenario Modeling (シナリオ・モデリング)** – さまざまな状況を想定し、それぞれの影響を分析する手法。
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### Part 4: Questions & Correct Answers

1. **What is Haruto using forecasting models for?**  
☒ (D) Predicting revenue for the next two years
2. **What technique is Haruto using to explore different possible outcomes?**  
☒ (A) Scenario modeling

**3. How will executives interact with the forecasting data?**

☒ (B) Through interactive charts

**4. When does Haruto expect to finalize the analysis?**

☒ (C) By the end of the week