APPLICATION 02

Demand is promising. Readiness is not.

Nemi Learning / course portfolio decision / 19 February 2027

COMPLETED DECISION

> Defer the advanced-course launch. Repair assessment clarity and support ownership, then review fresh outcome evidence.

THE ASSIGNMENT

The commercial team has 18 expressions of interest in an advanced course and positive satisfaction results. Decide whether to open bookings for a new cohort in April or first repair the existing programme. Review four completed cohorts and the associated support log.

Positive satisfaction replies 92.3%

72 of 78 respondents. This describes sentiment among respondents.

Learners who passed 53.3%

64 of 120 enrolled learners. This describes achieved assessed outcomes.

Owner: Elias Rowan, Learning Director. Method v2.0. Prospective use of v2 for a portfolio decision; the recommended repair test has not yet run.

SOURCE INPUTS / CONSTRUCTED RECORDS

Follow the denominator.

All observations below are synthetic. Source IDs connect this record to the decision and editable CSV files.

N-COHORT / FOUR COMPLETED COHORTS

Cohort / end	Enrolled	Submit.	Passed	Replies	Positive
N01 / 01-15	30	18	16	20	18
N02 / 01-22	30	20	17	19	18
N03 / 01-29	30	17	15	18	17
N04 / 02-05	30	19	16	21	19
Total	120	74	64	78	72

All dates are in 2027. Submission is not passing. Non-respondents are not positive survey responses. Use the enrolled population for the pass rate.

N-SUPPORT / RESPONSE TIMING, NOT RESOLUTION

Week of / 2027	Requests	Response within two business days
01-11	10	8
01-18	10	7
01-25	10	6
02-01	10	7
Total	40	28

Both records dated 5 Feb 2027. Files: nemi-cohorts.csv and nemi-support.csv. Each request counts once. 28 / 40 = 70% timely responses.

EVIDENCE REGISTER / JUDGEMENT

The signal is not the whole explanation.

Source notes and local constraints are retained with the client application, not copied into the generic method.

N-INTEREST / 2027-02-10 / AUTHORED COMMERCIAL NOTE

18 unique people expressed interest in the advanced offer. No deposits, paid bookings or employer commitments have been received. Interest is not a sales forecast.

N-GATE / 2027-02-12 / AUTHORED SPONSOR RULE

Elias requires at least 75% of all enrolled learners to pass the existing course and at least 90% of support requests to receive a response within two business days before opening the advanced cohort. These are fictional client-specific operating criteria, not industry benchmarks.

N-INTERVIEW / 2027-02-15 / CONSTRUCTED FACILITATOR NOTE

Facilitators report uncertainty about the final assessment brief and support ownership. The note suggests a repair hypothesis; it does not establish that these factors caused non-completion.

COUNTEREXAMPLE

> 72/78 respondents are positive (92.3%), but only 64/120 enrolled learners passed (53.3%). These are different denominators and outcomes. Positive sentiment cannot substitute for evidence that learners completed the assessed outcome.

REASONING

The two agreed conditions are not met: a 53.3% pass rate versus 75%, and 70% timely responses versus 90%. Interest and satisfaction are useful but cannot offset those conditions. A 24-learner repair cohort is a smaller commitment than a new product launch.

DECISION NOTE / NEXT REVIEW

A bounded next step.

One method; a different decision. The next action follows the evidence available for this assignment.

Response considered	Reason for the choice
Open the advanced cohort now	Uses the interest list but adds demand to an underperforming service. It fails both agreed operating conditions.
Pause every programme	Reduces new demand but unnecessarily interrupts the existing delivery commitments. The evidence supports a narrower repair response.
Defer the advanced launch and repair the current course	Keeps existing commitments while testing a clearer assessment brief and named support ownership. Revisit launch only after fresh evidence meets both conditions.

NEXT ACTION

Elias assigns a facilitator to rewrite the assessment brief and a support owner to triage questions. Review the next 24 learners on 9 April 2027: at least 18 must pass, and at least 90% of actual support requests must receive a timely response. With zero requests, support performance remains untested. Do not open bookings until both measures and reviewer sign-off are recorded.

LIMITS OF THE CONCLUSION

Four constructed cohorts are not a controlled study. There is no demonstrated cause for the completion gap and no validated demand forecast. The repair cohort is a plan, not a completed result. The 24-learner rule is illustrative and does not establish statistical certainty.

REUSABLE METHOD LESSON

Separate demand, sentiment and achieved outcomes. Check agreed operating conditions before adding demand; a failed condition can justify deferral rather than another launch experiment.

KEEP WITH THIS ASSIGNMENT

Nemi Learning and named staff; Course and cohort identifiers; 18 expressions of interest; 64/120 and 72/78 outcomes; 75% and 90% sponsor criteria; 24-learner repair plan and review date.