



DELPHI

Generating expert insights
through consensus building

Where work is divided into different disciplines,
there are differing views on what is relevant and why.

Medicine is a **science of evidence**,
and evidence has to be generated.

Data is often the go-to source
to obtain a solid foundation for
decision-making.

**However, data alone cannot
represent the variety of opinions
and practices in the market.**

Data-driven decisions cannot per
se account for therapeutic success
or market success.



Seeing only dots but no pattern impairs your decision making.

Delphi is a scientifically recognized method for reaching a consensus among experts.

And how you implement this method is what matters.

In the event of uncertainty, such as:

- A lack of evidence
- Diverging interdisciplinary views
- Uncertain future developments
- Understanding the actual experience behind data and guidelines

the path to take is an exploratory consensus-building process.



Collecting and analyzing local rationalities is the foundation for creating a shared understanding.

Delphi is a multi-stage process to reach consensus among experts.



Delphi is always implemented in consecutive steps that build on each other.

Different experiences, perceptions and opinions are gathered, exchanged and discussed amongst the participants – qualitative and quantitative elements can be combined.



Interim results are reviewed and lines of consensus identified.

The Metaplan Delphi Process: Generating legitimate, publishable results through the process of consensus building gives stakeholders clarification, orientation and alignment for action.

Questions and content shape the process:

Both virtual and face-to-face formats are suitable.

Qualitative and quantitative elements can be combined.



0 Definition of goals and leading questions

Concretization and definition of the subject to be decided on.

Recruitment of experts.

Development of propositions and questions.

1 Preparation

In-depth scientific research to discuss at eye level with the experts.

2 Generation

Exploratory 1:1 interviews with participating experts to understand their opinions and motives.

3 Refinement

Various rounds of moderated interaction with the experts (optionally verified by survey data) will help to achieve convergence and enhance understanding.

4 Consensus building

Identification and development of consensus statements and expert recommendations.

5 Evaluation & publication

Evaluation of consensus results.
Publication of results
e. g. in (peer-reviewed) journals.



Metaplan technique enhances the Delphi method.

If you want to understand more deeply the **motives why experts think and act in a certain way**, you have to fathom the logics and rationalities of their thinking and their experiences.

To achieve that, your process needs to have **discursive elements**.

However, **the risk in discursive elements** is that the strong opinions of certain individuals may prove dominant, or the lowest common denominator will form the consensus.

That's why the process and interactions need to be well designed.



Metaplan draws on 50 years of experience in leading discourses in life sciences.

Understanding local rationalities helps to understand the reasons behind stances.

Metaplan **interaction and moderation technique** helps to steer groups and ensure all voices are heard.

Find out how the Metaplan Delphi Process can be a fruitful way to move forward.

Your perspective

You engage in **productive interaction with key opinion leaders**.

You **close evidence gaps** for health care authorities.

You **provide orientation** in poorly defined fields (e. g., quality of life in a real-life perspective).

You organize **support and exchange** for therapeutic communities.

Experts' perspective

For the participating experts the process represents an opportunity to **share their experiences and learn from each other** and to actively **contribute to shaping a topic** in their professional field.

Where could expert consensus open a new path for your challenges?

Get in touch.



Who is Metaplan? Company Profile



Our locations:

Princeton, US
Lisboa, PT
Cagliari, IT
Versailles, FR
Karlskrona, SE
Hamburg, DE
Zurich, CH
Singapore, SG
Shanghai, CN

We are a **research-driven** organization and strategy consultancy – with more than 70 consultants operating in nine countries around the world.

Since our founding in 1972, we have focused on **leadership and consulting in discourse**.

All our projects start with questions: **about the particular organization, specific markets, relevant actors**. The techniques of Metaplan facilitation go beyond the virtuoso handling of the **Metaplan moderation interaction technique** and give discourses the framework that makes them productive.

With our **deep understanding of market specifics in the international life science industry and therapeutic landscapes**, we explore new and changing markets to meet challenges of the healthcare ecosystem.

Contact us for
more information

Design your Metaplan-Delphi process with us.
Contact us for an initial sparring session on your topics.
We look forward to hearing from you!



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