

## HOW DIVERSITY CAN IMPACT OUTCOMES

Rosanna M. Durruthy Chief Diversity Officer 15 September 2015



#### Differentiating the signal from the noise...



So what's your prior belief?

®

# $P(A | B) = \frac{P(B | A)P(A)}{P(B)}$

**Bayes Theorem** 





## CHANGE IS COMPLEX

# CHANGE





# CHANGE IS DIFFERENT...

# CHANGE





# CHANGE IS A PERSPECTIVE...

# CHANGE





# CHANGE IS A RESPONSE...

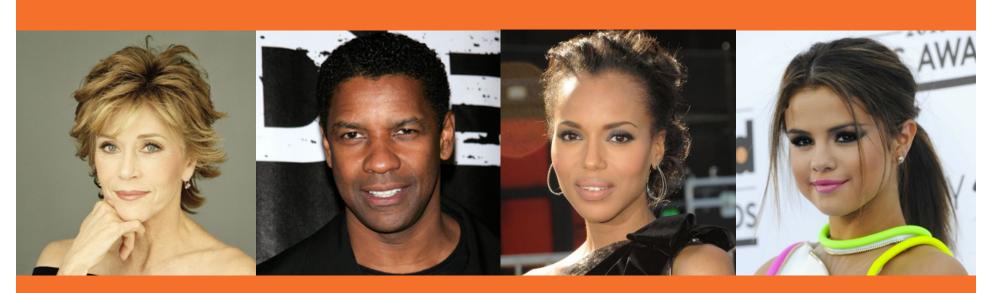
- Generational and Cultural
- Communication & Technology
- Finding Solutions That Work



#### **Cross-cultural competence**

The ability to discern and take into account one's own and others' worldviews - to solve problems, make decisions, and resolve conflicts in ways that optimize cultural differences – resulting in better, longer-lasting, and more creative solutions.





#### **Traditionalist**

#### Baby Boomer

#### Gen X

#### Millennial



#### **United States**

In 1950, 90% of the U.S. was white<sup>1</sup>; 67% today<sup>3</sup>, and by 2040, only 50%<sup>2</sup>. Asians represent the fastest-growing race at 3.1% growth, compared to 0.7% growth for white and 1.1% for black<sup>2</sup>

"Minority" representation *today* by age bracket<sup>4</sup>:

- 41 years or older—23%
- 40 years and younger—35%
- 10 years and younger—40%

Starting in 2008, 70% of new entrants into the workforce have been women and minorities<sup>5</sup>

- 1. U.S. Census Bureau, 1951 Census Report
- 2. 2010 American Community Survey, U.S. Census Bureau
- 3. 2008 U.S. Census Bureau National Population Projections
- 4. 2010 American Community Survey, U.S. Census Bureau
- 5. Bureau of Labor Statistics, 10-Year Labor Force Demographic Data Projections, 2010

Cigna

#### **United States**

#### **Estimated Buying Power**

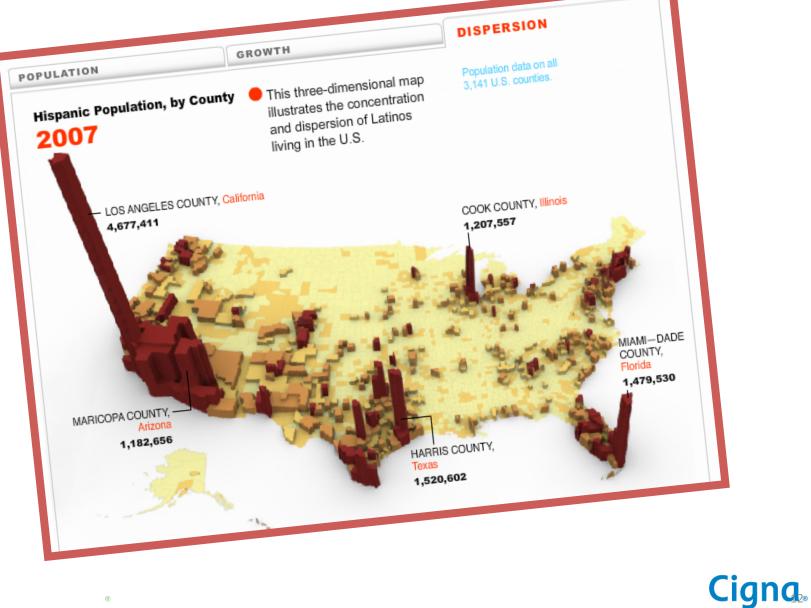
The total buying power of consumers in the United States is estimated to be \$12.4 trillion in 2013<sup>1</sup>

- African American: \$1 Trillion in 2013
- Latino: \$1.2 trillion; 10% of the nation's buying power, up from 5.2% in 1990
- Asian-American: \$713 billion in 2013; 7% up from 4.9% in 2010
- LGBT: \$835 billion in 2011<sup>2</sup>

- 1. 2013 Multicultural Economy Report, Selig Center for Economic Growth at the University of Georgia Terry College of Business
- 2. The Gay and Lesbian Market in the U.S.: Trends and Opportunities in the LGBT Community. 6th edition, July 2010, Packaged Facts



#### Latinos In America



#### Latinos: A Growth Story

- 25% of the U.S. by 2025<sup>1</sup>
- More than 1/3 of California residents<sup>2</sup>
- Half of babies born in Texas<sup>3</sup>
- 9 of 10 newborns in New Orleans<sup>4</sup>
- 35% of those in the U.S. are under 18 years old<sup>5</sup>
- Half of the U.S. population growth since 2000<sup>5</sup>
- The fastest-growing minority population in the U.S.<sup>5</sup>





Hispanic Origin, and Age, 2000-2009



#### Women in the U.S. A 21st Century Reality

- 2010: Majority of the US labor force (51%)
- 60% of university graduates in developed (and many developing) countries
- Influence 90% of consumer health purchases/93% of pharma purchases
- The "New Entrepreneur" creating each year in the US.
- The growth of wealthy women in the U.S. is 2x faster than wealthy men.
- 40% of Americans with gross investable assets above \$600,000.
- 45% of American millionaires are women.
- 60% of high net worth women have earned their own fortunes.
- \*59% help partner with healthcare needs; only 5% helped by partner

Source: Forget Cinderella find Fred Astaire by Avivah Wittenberg-Cox November, 2010 \*Cigna 2013 Benchmark Research Report on the Health and Well-being , The attitudes and behaviors of women **Cigna**.

#### **Dual Career Factors**



of working women say they are primary caregivers versus





of working women say they are primary breadwinners versus

88% of men



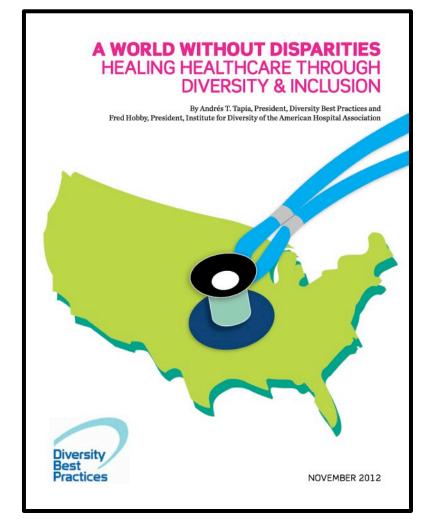
of working women say they are primary caregivers *and* breadwinners versus

37% of men



McKinsey. Unlocking the Full Potential of Women at Work. June 25, 2013 . © 2014 Cigna

#### **Change can Eliminate Disparities**



African Americans and Latinos

- 2x as likely to use emergency rooms
- Less likely to have a primary care physician
- Less likely to receive routine care
- Less likely to fill prescriptions, citing cost as the reason

53% of Hispanics report relying on home remedies, compared to 32% of Whites

Obesity is under-diagnosed 3X more in African Americans with Diabetes, compared to Whites

#### **Communication & Technology**











# NO ONE IS ANY ONE THING.

-Martin Short





#### **DIVERSITY IS THE MIX**



#### **INCLUSION IS MAKING THE MIX WORK**



#### Change is a \$3 Trillion Opportunity



Big data: The next frontier for innovation, competition, and productivity. May 2011. Authors: James Manyika, Michael Chui, Brad Brown, Jacques Bughin, Richard Dobbs, Charles Roxburgh, Angela Hung Byers



#### Adapting to Change

- 94% of hospitals collect data on race, 87% on ethnicity less than half have set goals for use
  - ACA requires collection and meaningful use of this indicative data
- Current lack of electronic demographic capture impedes ability to gain insights on differences
- In the U.S., 44% of the population lives in a state with marriage equality for same sex couples
  - 19 states, Washington, D.C. and eight Native American tribes have legalized same sex marriage

# What response/action does your environment require to be healthier, more successful, more prosperous?



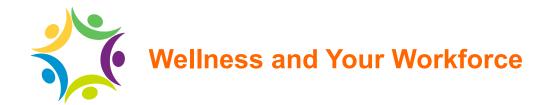


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