

# Workshop: Game changing beliefs ... a never-ending game

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Find the slides here: http://42ndstreetcompany.com/eurospi-contribution-on-agileengine-and-gamechangingbeliefs/

### Agenda



- Game changing beliefs, a (never-ending) game organized by Morten Elvang from DELTA:
  - If you should build and sustain a successful product development organization, which are the 3-5 most powerful things you would bring into play?
  - Sharing personal condensed experiences.
  - Grouping them in a moderated game.
  - Summarizing an innovation story board.

### Your thoughts? Your help needed!



 Please briefly tell your name and share your ideas and expectations for what we should do today

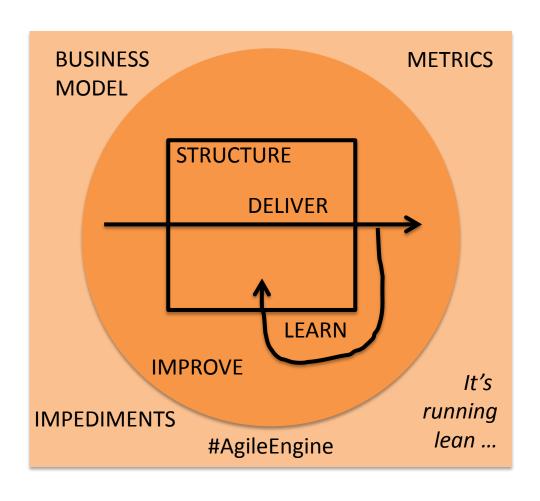
- Which organization are you from and <u>what value</u> does your organization deliver?
- (We need real cases to work with)

### My proposal



- You have found out what your game changing beliefs are?
- Now, let's use them on some real cases!
- We want to work for successful organizations which operate in sustainable ways
- We want to be agile and lean
  - moving as fast, smart and clever as required [agile]
  - wasting as little opportunity as possible [lean]
- The game we play is a never ending journey

# #AgileEngine – It's Running Lean







- The #AgileEngine is a transformational approach, where you deliver value and eliminate impediments continuously.
- Eliminating impediments can cause changes to any part of the #AgileEngine
- The #AgileEngine is a lense for observing a system under transformation – or part of a system. If only a part is being observed, then be careful not to sub optimize.
- The #AgileEngine can be applied in many levels. There are no restrictions on how #AgileEngines can be combined within a system, except as to meet the overall system objectives

# #AgileEngine – Under the Hood

- Organize to purpose and goals to achieve freedom to perform (Structure)
- Optimize flow of value to *deliver customer value* (Deliver)
- Optimize for feedback and continuous learning to learn and adapt fast (Learn)
- Drive innovation and continuous improvement to enable sustainable growth/evolution (Improve)
- Context required to operate the agile engine: Business model, metrics and insight in prevailing impediments

www.42ndstreetcompany.com/agile-engine/

### Let's start the game



- Organize into groups
- Pick a case to work from preferably a case owned by one in the group
- Agree in the group what specific part you want to work on

#### SETTING UP YOUR AGILE ENGINE

- What is the business model? What is value?
- 2. How do you deliver value? [Check: Are you able to optimally deliver value?]
- 3. What is the structure? [Check: Does your structure enable everyone to act intelligently?]
  - a) Organization static/dynamic?
  - b) Culture values, principles, beliefs?
- 4. What metrics do you follow? [Check: Are your metrics able to express your performance? Success?]

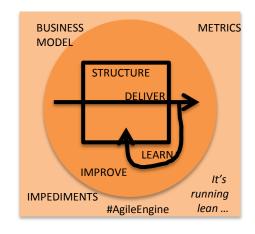
#### **RUNNING LEAN**

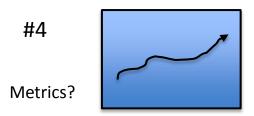
- What is holding you back? (Impediments?) Experiments you need to make?
   [Check: Do you know your true blockers/bottlenecks? What you need to know more about?]
- 2. How do you learn and improve on an ongoing basis? [Check: Do you learn and improve?]
- 3. What is the next break-through target?
- 4. How are you doing? How is your #AgileEngine? [Check: Are your results recognized and appreciated?]

# #NeverEndingGame – Part 1: Setting up



**Business model** & What is Value?

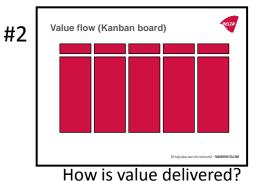




3 principal levels

Structure? Static; dynamic; culture?

#3

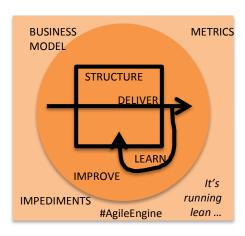


# #NeverEndingGame

# – Part 2: Running it lean … Forever!

#### #4 HOW ARF YOU DOING?

- Structure?
- Delivering?
- Learning?
- Improving?



#3 NEXT AMBITION?
What is your next level?
How do you define 'success'?

#1 IMPEDIMENTS TO OVERCOME?

**EXPERIMENTS TO RUN?** 

What is holding you back?

#2 HOW ARE YOU LEARNING AND IMPROVING?



### Morten Elvang – in brief



- Principal Consultant, at DELTA since 2012, <u>consultancy.madebydelta.com</u>
- 14 years at Nokia, latest as Director, Quality, S40 Products
- MSc & Phd in Computer Science from TUD
- See more from: www.linkedin.com/in/mortenelvang
- Personal belief: Create freedom to perform –
  help spread the word about lean and agile!
  Blog: www.42ndstreetcompany.com



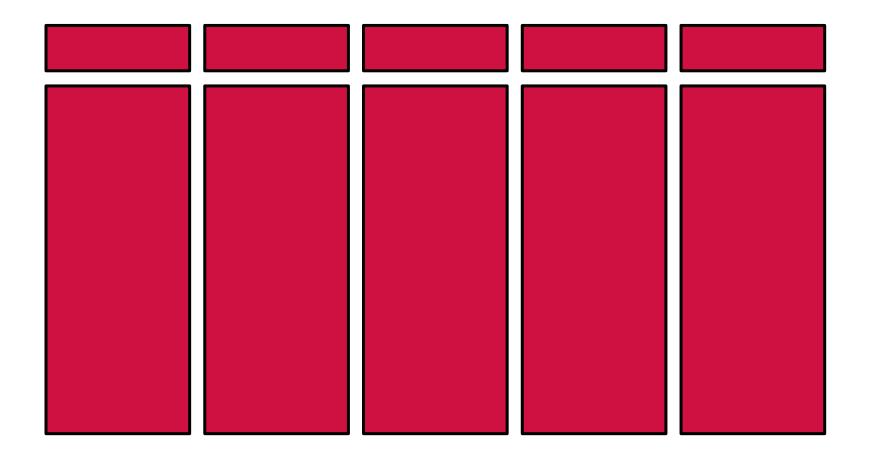
- Facilitating:
  - http://www.meetup.com/Danish-Agile-and-Lean-Product-Development/ (it's free!)
  - http://tecpoint.dk/grupper/agil-produktudvikling/ (membership required!)
- Building: <u>www.lku.dk</u> (with Jesper Boeg)
- Interests: Agile, Lean, SW testing, Innovation

Problem	Solution	Unique	_	Unfair	Customer
Top 3 problems	Top 3 features	Propos	ition	Advantage	Segments
40 70		Single, clear, compelling message that states why you are different and worth buying		Can't be easily copied or bought	Target customers
	<b>Key Metrics</b>			Channels	
	Key activities you measure			Path to customers	
Cost Structure			Revenue Streams		
Customer Acquisition Costs Distribution Costs Hosting People, etc.			Revenue Model Life Time Value Revenue Gross Margin		
PRODUCT			MARKET		



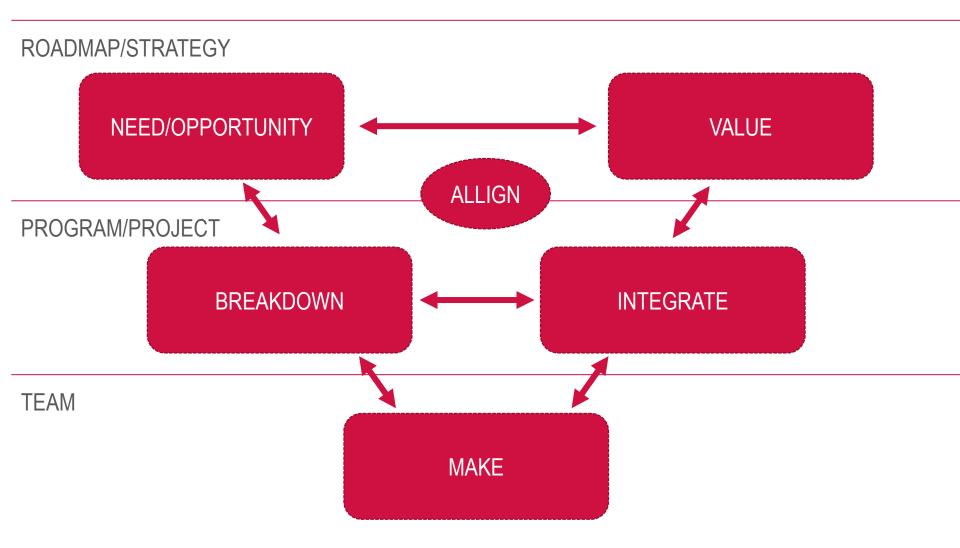








# 3 principal levels



### **Eleven Game Changing Beliefs**



http://42ndstreetcompany.com/game-changing-beliefs/

- The OPPORTUNITY SPACE is huge never stop searching
- Know and be who you are...be RELENTLESS in what you are aiming for
- PEOPLE make the difference
- Enable everyone to LEARN and ACT INTELLIGENTLY
- Understand what VALUE is and where it comes from
- Optimize the FLOW OF VALUE
- The worst COST is what you can't do, because of what you did
- Accept that MOST IDEAS ARE BAD
- Accept that MOST PROJECTS ARE CHAOTIC
- SMALL, FAST, SIMPLE beat large, slow, complex any day
- ENGAGE with the world SHARE what you know STEAL with pride