

The Lean Manager A Novel Of Lean Transformation

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Lean In
The Lean Leader
Who Killed Change?

Value Stream Management

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Outlines a revisionist approach to management while arguing against common perceptions about the inevitability of startup failures, explaining the importance of providing genuinely needed products and services as well as organizing a business that can adapt to continuous customer feedback.

Lean Production Simplified, Second Edition

WHAT IS THIS BOOK ABOUT? Communicate Business Needs in an Agile (e.g. Scrum) or Lean (e.g. Kanban) Environment Problem solvers are in demand in every organization, large and small, from a Mom and Pop shop to the federal government. Increase your confidence and your value to organizations by improving your ability to analyze, extract, express, and discuss business needs in formats supported by Agile, Lean, and DevOps. The single largest challenge facing organizations around the world is how to leverage their Information Technology to gain competitive advantage. This is not about how to program the devices; it is figuring out what the devices should do. The skills needed to identify and define the best IT solutions are invaluable for every role in the organization. These skills can propel you from the mail room to the boardroom by making your organization more effective and more profitable. Whether you: - are tasked with defining business needs for a product or existing software, - need to prove that a digital solution works, - want to expand your User Story and requirements discovery toolkit, or - are interested in becoming a Business Analyst, this book presents

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invaluable ideas that you can steal. The future looks bright for those who embrace Lean concepts and are prepared to engage with the business community to ensure the success of Agile initiatives. WHAT YOU WILL LEARN Learn Step by Step When and How to Define Lean / Agile Requirements Agile, Lean, DevOps, and Continuous Delivery do not change the need for good business analysis. In this book, you will learn how the new software development philosophies influence the discovery, expression, and analysis of business needs. We will cover User Stories, Features, and Quality Requirements (a.k.a. Non-functional Requirements – NFR). User Story Splitting and Feature Drill-down transform business needs into technology solutions. Acceptance Tests (Scenarios, Scenario Outlines, and Examples) have become a critical part of many Lean development approaches. To support this new testing paradigm, you will also learn how to identify and optimize Scenarios, Scenario Outlines, and Examples in GIVEN-WHEN-THEN format (Gherkin) that are the bases for Acceptance Test Driven Development (ATDD) and Behavior Driven Development (BDD). This book presents concrete approaches that take you from day one of a change initiative to the ongoing acceptance testing in a continuous delivery environment. The authors introduce novel and innovative ideas that augment tried-and-true techniques for: - discovering and capturing what your stakeholders need, - writing and refining the needs as the work progresses, and - developing scenarios to verify that the software does what it should. Approaches that proved their value in conventional settings have been redefined to ferret out and eliminate waste (a pillar of the Lean philosophy). Those approaches are fine-

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tuned and perfected to support the Lean and Agile movement that defines current software development. In addition, the book is chock-full of examples and exercises that allow you to confirm your understanding of the presented ideas.

WHO WILL BENEFIT FROM READING THIS BOOK? How organizations develop and deliver working software has changed significantly in recent years. Because the change was greatest in the developer community, many books and courses justifiably target that group. There is, however, an overlooked group of people essential to the development of software-as-an-asset that have been neglected. Many distinct roles or job titles in the business community perform business needs analysis for digital solutions. They include: - Product Owners - Business Analysts - Requirements Engineers - Test Developers - Business- and Customer-side Team Members - Agile Team Members - Subject Matter Experts (SME) - Project Leaders and Managers - Systems Analysts and Designers - AND “anyone wearing the business analysis hat”, meaning anyone responsible for defining a future IT solution

TOM AND ANGELA’S (the authors) STORY Like all good IT stories, theirs started on a project many years ago. Tom was the super techie, Angela the super SME. They fought their way through the 3-year development of a new policy maintenance system for an insurance company. They vehemently disagreed on many aspects, but in the process discovered a fundamental truth about IT projects. The business community (Angela) should decide on the business needs while the technical team’s (Tom)’s job was to make the technology deliver what the business needed. Talk about a revolutionary idea! All that was left was learning how to

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communicate with each other without bloodshed to make the project a resounding success. Mission accomplished. They decided this epiphany was so important that the world needed to know about it. As a result, they made it their mission (and their passion) to share this ground-breaking concept with the rest of the world. To achieve that lofty goal, they married and began the mission that still defines their life. After over 30 years of living and working together 24x7x365, they are still wildly enthusiastic about helping the victims of technology learn how to ask for and get the IT solutions they need to do their jobs better. More importantly, they are more enthusiastically in love with each other than ever before!

Sustainable Lean

Senior experts within the Toyota Production System often draw simple maps when on the shop floor. These maps show the current physical flow of a product family and the information flow for that product family as the wind through a complex facility making many products. Much more important, these simple maps - often drawn on scrap paper - show where steps can be eliminated, flows smoothed, and pull systems introduced in order to create a truly lean value stream for each product family. In 1998 John Shook and Mike Rother of the University of Michigan wrote down Toyota's mapping methodology for the first time in Learning to See. This simple tool makes it possible for you to see through the clutter of a complex plant. You'll soon be able to identify all of the processing steps along the path from

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raw materials to finished goods for each product and all of the information flows going back from the customer through the plant and upstream to suppliers. In plain language and with detailed drawings, this workbook explains everything you will need to create accurate current state and future state maps for each of your product families and then to turn the current state into the future state rapidly and sustainably.

The Gold Mine

Best practices for managing projects in agile environments—now updated with new techniques for larger projects Today, the pace of project management moves faster. Project management needs to become more flexible and far more responsive to customers. Using Agile Project Management (APM), project managers can achieve all these goals without compromising value, quality, or business discipline. In Agile Project Management, Second Edition, renowned agile pioneer Jim Highsmith thoroughly updates his classic guide to APM, extending and refining it to support even the largest projects and organizations. Writing for project leaders, managers, and executives at all levels, Highsmith integrates the best project management, product management, and software development practices into an overall framework designed to support unprecedented speed and mobility. The many topics added in this new edition include incorporating agile values, scaling agile projects, release planning, portfolio governance, and enhancing

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organizational agility. Project and business leaders will especially appreciate Highsmith's new coverage of promoting agility through performance measurements based on value, quality, and constraints. This edition's coverage includes: Understanding the agile revolution's impact on product development Recognizing when agile methods will work in project management, and when they won't Setting realistic business objectives for Agile Project Management Promoting agile values and principles across the organization Utilizing a proven Agile Enterprise Framework that encompasses governance, project and iteration management, and technical practices Optimizing all five stages of the agile project: Envision, Speculate, Explore, Adapt, and Close Organizational and product-related processes for scaling agile to the largest projects and teams Agile project governance solutions for executives and management The "Agile Triangle": measuring performance in ways that encourage agility instead of discouraging it The changing role of the agile project leader

The Work of Management

Instant Wall Street Journal Bestseller! Congratulations, you're a manager! After you pop the champagne, accept the shiny new title, and step into this thrilling next chapter of your career, the truth descends like a fog: you don't really know what you're doing. That's exactly how Julie Zhuo felt when she became a rookie manager at the age of 25. She stared at a long list of logistics--from hiring to firing,

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from meeting to messaging, from planning to pitching--and faced a thousand questions and uncertainties. How was she supposed to spin teamwork into value? How could she be a good steward of her reports' careers? What was the secret to leading with confidence in new and unexpected situations? Now, having managed dozens of teams spanning tens to hundreds of people, Julie knows the most important lesson of all: great managers are made, not born. If you care enough to be reading this, then you care enough to be a great manager. *The Making of a Manager* is a modern field guide packed everyday examples and transformative insights, including: * How to tell a great manager from an average manager (illustrations included) * When you should look past an awkward interview and hire someone anyway * How to build trust with your reports through not being a boss * Where to look when you lose faith and lack the answers Whether you're new to the job, a veteran leader, or looking to be promoted, this is the handbook you need to be the kind of manager you wish you had.

Andy & Me, Second Edition

The #1 international best seller *In Lean In*, Sheryl Sandberg reignited the conversation around women in the workplace. Sandberg is chief operating officer of Facebook and coauthor of *Option B* with Adam Grant. In 2010, she gave an electrifying TED talk in which she described how women unintentionally hold themselves back in their careers. Her talk, which has been viewed more than six

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million times, encouraged women to “sit at the table,” seek challenges, take risks, and pursue their goals with gusto. Lean In continues that conversation, combining personal anecdotes, hard data, and compelling research to change the conversation from what women can’t do to what they can. Sandberg provides practical advice on negotiation techniques, mentorship, and building a satisfying career. She describes specific steps women can take to combine professional achievement with personal fulfillment, and demonstrates how men can benefit by supporting women both in the workplace and at home. Written with humor and wisdom, Lean In is a revelatory, inspiring call to action and a blueprint for individual growth that will empower women around the world to achieve their full potential.

Toyota Kata: Managing People for Improvement, Adaptiveness and Superior Results

You know the Agile and Lean development buzzwords, you've read the books. But when systems need a serious overhaul, you need to see how it works in real life, with real situations and people. Lean from the Trenches is all about actual practice. Every key point is illustrated with a photo or diagram, and anecdotes bring you inside the project as you discover why and how one organization modernized its workplace in record time. Lean from the Trenches is all about actual practice. Find

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out how the Swedish police combined XP, Scrum, and Kanban in a 60-person project. From start to finish, you'll see how to deliver a successful product using Lean principles. We start with an organization in desperate need of a new way of doing things and finish with a group of sixty, all working in sync to develop a scalable, complex system. You'll walk through the project step by step, from customer engagement, to the daily "cocktail party," version control, bug tracking, and release. In this honest look at what works--and what doesn't--you'll find out how to: Make quality everyone's business, not just the testers. Keep everyone moving in the same direction without micromanagement. Use simple and powerful metrics to aid in planning and process improvement. Balance between low-level feature focus and high-level system focus. You'll be ready to jump into the trenches and streamline your own development process.

The Lean Sensei

Six Sigma for Managers is a practical overview on how to implement Six Sigma practices in everyday business. Emphasizing straightforward explanations instead of complex charts and statistics, it shows managers how to map processes, measure smart, and follow other Six Sigma principles.

The Lean Strategy: Using Lean to Create Competitive

Advantage, Unleash Innovation, and Deliver Sustainable Growth

"Mike Woods urges his retired father into helping out a friend's failing company. But for Bob Woods, another struggle to introduce lean manufacturing quickly rehashes production battles that he's long since fought. And not even the senior Woods, son Mike, or friend Phil and his colleagues really grasp what's in store for them."--Cover.

Lean IT

How well does your organization respond to changing market conditions, customer needs, and emerging technologies when building software-based products? This practical guide presents Lean and Agile principles and patterns to help you move fast at scale—and demonstrates why and how to apply these paradigms throughout your organization, rather than with just one department or team. Through case studies, you'll learn how successful enterprises have rethought everything from governance and financial management to systems architecture and organizational culture in the pursuit of radically improved performance. Discover how Lean focuses on people and teamwork at every level, in contrast to traditional management practices Approach problem-solving experimentally by

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exploring solutions, testing assumptions, and getting feedback from real users
Lead and manage large-scale programs in a way that empowers employees,
increases the speed and quality of delivery, and lowers costs Learn how to
implement ideas from the DevOps and Lean Startup movements even in complex,
regulated environments

The Making of a Manager

Without Lean leaders, there can be no Lean. If an organization wants to be Lean, its leaders must lead using Lean principles. Put another way, until the top of your organization fully embraces Lean, the rest of your organization will never be Lean. The Lean Leader: A Personal Journey of Transformation uses a compelling novel format to tackle the nuts and bolts of leading a Lean transformation. Readers follow along as the characters face real crises and what seem to be unreasonable deadlines. As the story progresses, readers will see how the main character, Don, and his colleagues transform from being "command and control" autocrats—those who make decisions and bark orders—to more Socratic coaches and mentors. As Don and his staff come to realize that the folks they employ are the real experts in the processes they control, you will learn why it behooves you to do more asking than telling. You will come to realize that a leader's greatest skill must be in coaching great performance from their people. You will also witness the difference between managing and leading. After reading this book, you will understand why

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it's so important to shed the decision-making tasks that have cluttered your days, and how to delegate those decisions to employees who are closer to the action. You will learn how important it is to look over the horizon to identify upcoming challenges, define and communicate new courses of action, and compel others to follow. Most importantly, you will learn exactly what it takes to lead a Lean organization that thrives socially, as well as financially.

Kafka on the Shore

"Lead With Respect is a terrific book that puts the elements of genuine motivation into a broader context and helps leaders translate those principles into action."
—Daniel H. Pink, author of *To Sell Is Human* and *Drive* "The Ballé books are a great way to get started or to speed up your pace of transformation, personal and organizational." —Jim Womack, Founder of Lean Enterprise Institute
In their new business novel *Lead With Respect*, authors Michael and Freddy Ballé reveal the true power of lean: developing people through a rigorous application of proven tools and methods. And, in the process, creating the only sustainable source of competitive advantage—a culture of continuous improvement. In this engaging and insightful story, CEO Jane Delaney of Southcape Software discovers from her sensei Andy Ward that learning to lead with respect enables her to help people improve every day. "For us, lean is all about challenging yourself and each other to find the right problems, and working hard every day to engage people in solving

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them," he says. Lead With Respect's timely message brings a new understanding of lean. While lean has become essential for companies to compete in today's global economy, most practitioners see it as a rigorous focus on process to produce higher quality goods and services—a limited understanding that fails to realize the true power of this approach. This new novel by the Ballés, the third in a series that includes Shingo Research Award-winners *The Gold Mine* and *The Lean Manager*, breaks new ground by sharing huge amounts of practical information on the most important yet least understood aspect of lean management: how to develop people through a rigorous application of lean tools. You'll learn: How to apply Lead With Respect attitudes to the lean tools you are using now so that you develop a truly sustainable lean culture. What specific steps to follow to make lean leadership behaviors daily habits. How to manage with respect through the emotion, conflict, tension, and self-doubt that you'll face during a lean transformation.

The Lean Startup

"Toyota Kata gets to the essence of how Toyota manages continuous improvement and human ingenuity, through its improvement kata and coaching kata. Mike Rother explains why typical companies fail to understand the core of lean and make limited progress—and what it takes to make it a real part of your culture."
—Jeffrey K. Liker, bestselling author of *The Toyota Way* "[Toyota Kata is] one of the

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stepping stones that will usher in a new era of management thinking." —The Systems Thinker "How any organization in any industry can progress from old-fashioned management by results to a strikingly different and better way." —James P. Womack, Chairman and Founder, Lean Enterprise Institute "Practicing the improvement kata is perhaps the best way we've found so far for actualizing PDCA in an organization." —John Shook, Chairman and CEO, Lean Enterprise Institute This game-changing book puts you behind the curtain at Toyota, providing new insight into the legendary automaker's management practices and offering practical guidance for leading and developing people in a way that makes the best use of their brainpower. Drawing on six years of research into Toyota's employee-management routines, Toyota Kata examines and elucidates, for the first time, the company's organizational routines--called kata--that power its success with continuous improvement and adaptation. The book also reaches beyond Toyota to explain issues of human behavior in organizations and provide specific answers to questions such as: How can we make improvement and adaptation part of everyday work throughout the organization? How can we develop and utilize the capability of everyone in the organization to repeatedly work toward and achieve new levels of performance? How can we give an organization the power to handle dynamic, unpredictable situations and keep satisfying customers? Mike Rother explains how to improve our prevailing management approach through the use of two kata: Improvement Kata--a repeating routine of establishing challenging target conditions, working step-by-step through obstacles, and always learning from the

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problems we encounter; and Coaching Kata: a pattern of teaching the improvement kata to employees at every level to ensure it motivates their ways of thinking and acting. With clear detail, an abundance of practical examples, and a cohesive explanation from start to finish, Toyota Kata gives executives and managers at any level actionable routines of thought and behavior that produce superior results and sustained competitive advantage.

Lead with Lean

What is a lean sensei and what exactly do they do? That is the key question at the heart of this important new book sharing the secret of Lean thinking, which Dan Jones calls "the alternative business model for our age." Jones explains that "behind all the tools for operational excellence and the different management system needed to support their use, lies a much deeper challenge: to develop the human potential of everyone to create a culture of accelerating continuous improvement to meet today's changing circumstances. Learning is at the heart of lean." The Lean Sensei provides both a conceptual and hands-on toolkit for developing lean leaders-and becoming one yourself. It will challenge you to reflect on how you coach; share mindful questions that improve your awareness of what to look for; and keep both you and your students focused on the signs, symptoms, and syndromes that can slow your lean success. This book, written by six lean pioneers who have experienced and followed the path of the Sensei, shares a

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radical vision of how to flourish with this approach. They argue that Lean is a system of gaining competitiveness by continuously developing people, and as such, sensei play a vital role in helping others deepen their thinking every day. To be effective in transforming processes and the people who operate within them, any sensei "must first learn to transform yourself," they write. "No one can do lean for you. It is up to you. But you will also need a Sensei to help you discover new ways of seeing and acting, and to help everyone learn to adapt to a rapidly changing world. These lean pioneers discovered what Senseis really do. Learn from them before you search for your own Sensei." - Daniel T. Jones, co-author of The Machine That Changed The World, Lean Thinking, Lean Solutions and The Lean Strategy

Gold Mine Trilogy Study Guide

"Winner of the 2005 Shingo Prize for Excellence in Manufacturing Research" Most lean initiatives conducted by manufacturers are focused mostly on shop-floor activities — mapping the value stream of raw material to the shop-floor customer. Much of the untapped potential for productivity improvements lies, however, in non-production areas — where the value stream is administrative (i.e., "order to cash"). These "office" value streams directly support the daily production needs of an enterprise. Beau Keyte and Drew Locher's new book, *The Complete Lean Enterprise: Value Stream Mapping for Administrative and Office Processes*, offers a

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step-by-step approach to applying lean initiatives to the administrative and office environment. It's a must read for leaders looking to improve their production support activities within their order-to-cash value stream. The Complete Lean Enterprise is a valuable tool in applying value stream mapping (VSM) to non-production areas, identifying office wastes, establishing performance metrics, speeding up administrative workflow, and improving office efficiency.

The 12 Pillars of Project Excellence

The Complete Lean Enterprise

2017 Shingo Prize for Literature. Some things never change. Harley-Davidson is still the great, iconic American motorcycle. But like many storied companies, Harley has had to evolve to stay on top, even to stay in existence. From near-extinction in the early eighties, it has risen to worldwide recognition for management excellence and innovation. The Lean Machine is an inside look at how Harley-Davidson was able to adapt in an ever-changing world and accelerate product development. Rooted in Japanese productivity improvement techniques, Knowledge-Based Product Development helped fuel Harley's incredible period of sustained growth. Even after the company earned the PDMA Corporate Innovator

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Award in 2003, Dantar Oosterwal, a Harley-Davidson executive, took the improvement a quantum leap further. By implementing Lean Product Development techniques, Harley realized an unprecedented fourfold increase in throughput in half the time, powering annual growth of more than ten percent. In *The Lean Machine*, Oosterwal shows the day-to-day transformation at Harley and identifies universal change and improvement issues, so that companies in any industry can incorporate Knowledge-Based Innovation-with predictably excellent results.

The Rollout

Winner of a Shingo Research and Professional Publication Award Information Technology is supposed to enable business performance and innovation, improve service levels, manage change, and maintain quality and stability, all while steadily reducing operating costs. Yet when an enterprise begins a Lean transformation, too often the IT department is either left out or viewed as an obstacle. What is to be done? Winner of a 2011 Shingo Research and Professional Publication Award, this book shares practical tips, examples, and case studies to help you establish a culture of continuous improvement to deliver IT operational excellence and business value to your organization. Praise for: will have a permanent place in my bookshelf. —Gene Kim, Chief Technology Officer, Tripwire, Inc. provides an unprecedented look at the role that Lean IT will play in making this revolutionary shift and the critical steps for sustained success. —Steve Castellanos, Lean

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Enterprise Director, Nike, Inc. Twenty years from now the firms which dominate their industries will have fully embraced Lean strategies throughout their IT organizations. —Scott W. Ambler, Chief Methodologist for Agile and Lean, IBM Rational a great survival manual for those needing nimble and adaptive systems. —Dr. David Labby, MD, PhD, Medical Director and Director of Clinical Support and Innovation, CareOregon makes a major contribution in an often-ignored but much-needed area. —John Bicheno, Program Director MS in Lean Operations, Cardiff University a comprehensive view into the world of Lean IT, a must read! —Dave Wilson, Quality Management, Oregon Health & Science University

Six Sigma for Managers

INSPIRED

Who Killed Change? Solving the Mystery of Leading People Through Change Every day organizations around the world launch change initiatives—often big, expensive ones—designed to improve the status quo. Yet 50 to 70 percent of these change efforts fail. A few perish suddenly, but many die painful, protracted deaths that drain the organization's resources, energy and morale. Who or What Is Killing Change? That's what you'll find out in this witty whodunit. The story features a

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Columbo-style detective, Agent Mike McNally, who's investigating the murder of yet another change. One by one, Agent McNally interviews thirteen prime suspects, including a myopic leader named Victoria Vision; a chronically tardy manager named Ernest Urgency; an executive named Clair Communication, whose laryngitis makes communication all but impossible; and several other dubious characters. The suspects are sure to sound familiar and you're bound to relate them to your own workplace. In the end, Agent McNally solves the case in a way that will inspire you to become an effective Change Agent in your own organization. A step-by-step guide at the back of the book shows you how to apply the story's lessons to the real world. Key questions help you evaluate the health of your organization's change initiatives, and you'll learn best practices for enabling and sustaining the desired change.

Lead With Respect

The Value Stream Management System simplifies the planning process for lean implementation, ensuring quick deployment and greater success. It links the metrics and reporting required by management with the lean tools needed on the manufacturing floor. The central feature of this illustrative and engaging book is the value stream management storyboard, a tool representing an eight-step process for lean implementation. The storyboard brings together people, tools, metrics, and reporting into one visual document. The authors stress the

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importance of reaching beyond single-point kaizens to ensure a sustainable lean implementation process. Many people use the value stream map as an individual tool, but not within the context of a proven overall system. Value Stream Management: Eight Steps to Planning, Mapping, and Sustaining Lean Improvements shows you how to use mapping as part of a complete system for lean implementation. The final outcome of Value Stream Management is the creation of a complete, visual plan for lean transformation - and the mastery of the skills required to implement that plan. Instead of just using Toyota Production System Tools, the authors encourage you to create your own lean production system. Value Stream Management will help you to complete your process and sustain it! BONUS CD! Along with this book you receive a CD containing a lean assessment tool, a storyboard template, useful charts, a team charter, forms, reports, and worksheets. DVD Package (see Catalog No. PP7338) A training aid to implement those principles taught in the book, a training video is available that teaches managers how to train lean teams. It starts with an overview of value stream management and the basics of lean. Subsequent lessons teach how to map current and future states; how to create action plans for implementation and follow-through; and how to develop a storyboard that communicates the entire process. Finally, a computer-generated "virtual factory" shows how the system comes together and how lean actually works. Viewers will see value stream management in action at four major companies. The package includes a facilitator's guide that provides information on how to use the package and an overview of each training

module, and a participant guide,

Getting and Writing IT Requirements in a Lean and Agile World

Over a half-million sold! The sequel, The Unicorn Project, is coming Nov 26
“Every person involved in a failed IT project should be forced to read this book.”—TIM O’REILLY, Founder & CEO of O’Reilly Media “The Phoenix Project is a must read for business and IT executives who are struggling with the growing complexity of IT.”—JIM WHITEHURST, President and CEO, Red Hat, Inc. Five years after this sleeper hit took on the world of IT and flipped it on its head, the 5th Anniversary Edition of The Phoenix Project continues to guide IT in the DevOps revolution. In this newly updated and expanded edition of the bestselling The Phoenix Project, co-author Gene Kim includes a new afterword and a deeper delve into the Three Ways as described in The DevOps Handbook. Bill, an IT manager at Parts Unlimited, has been tasked with taking on a project critical to the future of the business, code named Phoenix Project. But the project is massively over budget and behind schedule. The CEO demands Bill must fix the mess in ninety days or else Bill's entire department will be outsourced. With the help of a prospective board member and his mysterious philosophy of The Three Ways, Bill starts to see that IT work has more in common with a manufacturing plant work than he ever imagined. With the clock ticking, Bill must organize work flow streamline interdepartmental communications, and effectively serve the other

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business functions at Parts Unlimited. In a fast-paced and entertaining style, three luminaries of the DevOps movement deliver a story that anyone who works in IT will recognize. Readers will not only learn how to improve their own IT organizations, they'll never view IT the same way again. "This book is a gripping read that captures brilliantly the dilemmas that face companies which depend on IT, and offers real-world solutions."—JEZ HUMBLE, Co-author of Continuous Delivery, Lean Enterprise, Accelerate, and The DevOps Handbook ———— "I'm delighted at how The Phoenix Project has reshaped so many conversations in technology. My goal in writing The Unicorn Project was to explore and reveal the necessary but invisible structures required to make developers (and all engineers) productive, and reveal the devastating effects of technical debt and complexity. I hope this book can create common ground for technology and business leaders to leave the past behind, and co-create a better future together."—Gene Kim, November 2019

Kaizen Express

Kafka on the Shore displays one of the world's great storytellers at the peak of his powers. Here we meet a teenage boy, Kafka Tamura, who is on the run, and Nakata, an aging simpleton who is drawn to Kafka for reasons that he cannot fathom. As their paths converge, acclaimed author Haruki Murakami enfolds readers in a world where cats talk, fish fall from the sky, and spirits slip out of their

bodies to make love or commit murder, in what is a truly remarkable journey.

The Phoenix Project

Second Edition of a Shingo Prize Winner Based on the author's personal experience with Toyota's master teachers and with companies in the midst of great change, *Andy & Me: Crisis & Transformation on the Lean Journey*, now in its second edition, is a business novel set in a failing New Jersey auto plant focusing on the tribulations of Tom Pappas, the plant manager. The situations, characters, and plant politics will ring true with many readers. In a cool, readable style, this highly popular work follows Tom's relationship with Andy Saito, a reclusive retired Toyota guru whom Tom persuades to help save his plant through the teaching of the legendary Toyota Production System (TPS). On this journey, the reader learns that TPS is more than just a collection of tools; it entails a new way of thinking and behaving. Though Tom finds success — both in his plant and in his personal life — he learns from Andy that successful improvement is endless and eternal. This edition includes study questions after each chapter to support your learning and help you tell some of your own stories. Pascal Dennis discusses the 2nd edition of his Shingo Prize-winning book *Andy & Me*.

Lean Enterprise

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Introduces a realistic approach to leading, managing, and growing your Agile team or organization. Written for current managers and developers moving into management, Appelo shares insights that are grounded in modern complex systems theory, reflecting the intense complexity of modern software development. Recognizes that today's organizations are living, networked systems; that you can't simply let them run themselves; and that management is primarily about people and relationships. Deepens your understanding of how organizations and Agile teams work, and gives you tools to solve your own problems. Identifies the most valuable elements of Agile management, and helps you improve each of them.

Management 3.0

Agile Project Management

How do today's most successful tech companies—Amazon, Google, Facebook, Netflix, Tesla—design, develop, and deploy the products that have earned the love of literally billions of people around the world? Perhaps surprisingly, they do it very differently than the vast majority of tech companies. In *INSPIRED*, technology product management thought leader Marty Cagan provides readers with a master

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class in how to structure and staff a vibrant and successful product organization, and how to discover and deliver technology products that your customers will love—and that will work for your business. With sections on assembling the right people and skillsets, discovering the right product, embracing an effective yet lightweight process, and creating a strong product culture, readers can take the information they learn and immediately leverage it within their own organizations—dramatically improving their own product efforts. Whether you're an early stage startup working to get to product/market fit, or a growth-stage company working to scale your product organization, or a large, long-established company trying to regain your ability to consistently deliver new value for your customers, INSPIRED will take you and your product organization to a new level of customer engagement, consistent innovation, and business success. Filled with the author's own personal stories—and profiles of some of today's most-successful product managers and technology-powered product companies, including Adobe, Apple, BBC, Google, Microsoft, and Netflix—INSPIRED will show you how to turn up the dial of your own product efforts, creating technology products your customers love. The first edition of INSPIRED, published ten years ago, established itself as the primary reference for technology product managers, and can be found on the shelves of nearly every successful technology product company worldwide. This thoroughly updated second edition shares the same objective of being the most valuable resource for technology product managers, yet it is completely new—sharing the latest practices and techniques of today's most-successful tech

product companies, and the men and women behind every great product.

Back to Basics

A groundbreaking and revolutionary book that will transform how lean is understood, practiced, and used within organizations. A lean strategy is about gaining a competitive edge by offering better quality products at competitive prices and making a sustainable profit by eliminating waste through engaging employees in discovering deeper ways to think about their own jobs and smarter ways of working together. In its current form, lean has been radically effective, but its true powers have yet to be harnessed. Lean Strategy harnesses that power and delivers a new way of creating value from lean. Leading lean experts address popular misconceptions about the basics of lean/TPS, showing the true purpose of tools, methods, and attitudes that leverage the intelligence of every employee doing the work. You'll learn how to think—and then act—differently, tapping the power of every person in your organization in a disciplined manner that generates unparalleled, sustainable success that is responsive to today's most pressing challenges.

Product Development for the Lean Enterprise

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Learn to lead with lean by developing people: In a world in which innovation is the name of the game and competition gets fiercer by the day, lean management has become the go-to methodology for organizations committed to providing greater value for their customers. Sadly, the vast majority of lean transformations fail - and more often than not the reason behind this is to be found in a common misinterpretation of what lean actually is. Over the past 25 years, our understanding of lean thinking - a management philosophy inspired by Japanese carmaker Toyota - has changed beyond recognition. From a set of tools and techniques, this unique approach has come to be seen as a system for learning that, if adopted as a business strategy, has the power to transform any organization. Too many business executives still see lean thinking as a set of tools, a "program" that employees are force-fed, or a magic solution to all problems - failing to see that business transformation and leadership transformation are inextricably linked. The only way to succeed is, indeed, to lead with lean. This book will take you through the evolution of lean thinking and practice, as seen through the eyes of one of the Lean Community's leading experts - Michael Ball. By collecting some of Michael's best papers - many of which were written with lean gurus like Dan Jones, Jeff Liker and Art Smalley - Lead with Lean will strengthen your understanding of the methodology and encourage you to take it on (if you haven't already). Michael's unique writing style has the power to inform, inspire, and challenge the reader by providing engaging practical examples that are used to convey deep reflections and lessons learned. This is clearly reflected in the

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stories of lean transformations contained in the book, which were observed and documented by Michael himself at the "gemba" (Japanese for "the place where the work takes place").

Lean from the Trenches

Winner of a Shingo Research and Professional Publication Award Lean Production Simplified, Second Edition is a plain language guide to the lean production system written for the practitioner by a practitioner. It delivers a comprehensive insider's view of lean manufacturing. The author helps the reader to grasp the system as a whole and the factors that animate it by organizing the book around an image of a house of lean production. Highlights include: A comprehensive view of Toyota's lean manufacturing system A look at the origins and underlying principles of lean Identifying the goals of lean production Practical problem solving for lean production Activities that support involvement - Kaizen circles, suggestion systems, and problem solving This second edition has been updated with expanded information on the Lean Improvement Process; Production Physics and Little's Law - the fundamental equation for both manufacturing and service industries ($\text{cycle time} = \text{work in process}/\text{throughput}$); Value Stream Thinking - combining processes required to bring the product or service to the customer; Hoshin Planning -- using the Planning and Execution Tree diagram and Problem Solving -- including the "Five Why" method and how to use it. Lean Production

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Simplified, Second Edition covers each of the components of lean within the context of the entire lean production system. The author's straightforward common sense approach makes this book an easily accessible on-the-floor resource for every operator.

Lean Thinking

If you've employed consultants and embarked on a Lean transformation only to find your efforts stall after the consultants leave, this book will teach you what you must do to stay the course over the long term. Using a compelling novel format, *Sustainable Lean: The Story of a Cultural Transformation* illustrates the process of implementing a sustainable Lean transformation. The book follows Jim, the plant manager of an electronics firm that has already seen its first Lean initiative fail. Jim realizes that if he doesn't act quickly, his job and the jobs of everyone in the factory might be in jeopardy. Jim meets a Lean consultant who agrees to help him implement and sustain a new transformation. Readers follow along as Jim learns invaluable lessons that help him and his plant see costs plummet, on-time delivery reach nearly 100 percent, and defects drop by close to 80 percent. Using simple terms and an ongoing example, the book demonstrates how to use top-down metrics to identify strategic and tactical opportunities for improvement. It describes how to conduct Hoshin Kanri (strategic policy deployment). It also describes the relationship between top-down metrics, organizational

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accountability, the breaking down of "stovepipes," and the concept of "alignment" that comes about as the result of Hoshin Kanri. Detailing a data-driven methodology to help you set boundaries for effective decision making, this book will inspire manufacturers to achieve world-class production and efficiency standards—one factory, one business at a time.

Leading the Lean Enterprise Transformation, Second Edition

Winner of the Shingo Prize for Excellence in Quality Improvement -From the Shingo judges: This work has an extremely widespread application as the tools, techniques, and methods described are at a level that achieves the goals of Lean and operational excellence without tying them down to a specific industry or work stream. The book provides practical knowledge for lean champions, managers, and executives driving toward operational excellence enterprise-wide. The story format, and the presentation of this material was excellent, and the avoidance of lean and operational excellence jargon gives the book a wide appeal it is a pleasure to read. The Sequel to the Influential "Lean" Business Novel *Andy & Me* The Remedy is a compelling business fable that shows how Lean quality improvement business practices—traditionally associated with manufacturing--can dramatically improve the service areas of your business—including design, engineering, sales, marketing and all processes in between. Written by Pascal Dennis, a leading Lean consultant, the story follows Tom Pappas and Rachel

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Armstrong, senior leaders at a desperate automotive company as they try to implement a Lean management system across an entire platform, the Chloe, a breakthrough "green" car. The future of the company is at stake. Can Tom and Rachel, supported by Andy Saito, a retired, reclusive Toyota executive, regain the trust and respect of the customer? Can a venerable but dying company implement Lean practices to every part of their business and learn a new, more effective way of managing? Shows you how to use the Lean quality improvement method to fix not just a manufacturing system, but an entire company, including management, design, marketing, and supply chain Written by Pascal Dennis, author of four books on Lean practices and winner of the coveted Shingo Prize for outstanding research contributing to operational excellence Originally developed by Toyota, the Lean approach to quality improvement has gained a worldwide following and helped turn around enumerable struggling businesses

The Lean Machine

Asking tough questions about the current state of project management, *The 12 Pillars of Project Excellence: A Lean Approach to Improving Project Results* provides groundbreaking techniques to achieve excellence in project leadership that can result in six sigma type results or failure-free projects. It unveils novel solutions and breakthrough concep

The Remedy

Updated with new information, illustrations, and leadership tools, *Leading the Lean Enterprise Transformation, Second Edition* describes how the metrics used by Toyota drive every line item in a financial statement in the right direction. Rather than focus on Lean tools and principles, the new edition of this bestselling reference focuses on what may be the least understood and most critical aspect of a Lean transformation: the building of a Lean culture. In addition to new appendices with background information and insightful stories on Lean leadership and implementation, it includes new information on tactical organization practices, strategy deployment, and Lean culture. An inductee to IndustryWeek's Hall of Fame, George Koenigsaecker illustrates successful strategies and valuable lessons learned with case histories of U.S. leaders who have been instrumental in bringing Lean to the forefront. He explains the use of value stream analysis at the leadership level and describes how to structure kaizen events that can improve the value stream. Organized in the chronological sequence that a leader embarking on a Lean journey would experience, the book discusses the methods used by the author during the Hon Company's successful Lean conversion, which doubled productivity, tripled revenues, and led IndustryWeek to recognize Hon as one of the "World's 100 Best Managed Firms." The book not only introduces powerful leadership tools—including strategy deployment, transformation value stream analysis, and transformation plan of care—but also arms potential change agents

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with the soft skills needed to define, develop, and communicate their vision. Detailing the steps required to sustain improvements, it supplies time-tested guidance for effective leadership throughout a Lean transformation in any organization.

Managing to Learn

Take the Kata path to scientific thinking and superior results! In this long-awaited companion to the groundbreaking book Toyota Kata, Mike Rother takes you to the next level of developing business mindset and capability for the 21st Century. Much more than a list of management concepts, The Toyota Kata Practice Guide walks you through the process of making improvement, adaptation, and even innovation routine behavior. Designed to help a coach (the manager) and a learner work together for developing new skillsets, The Toyota Kata Practice Guide delivers the information, insight, and frameworks you need to:

- * Form habits that help you solve problems and achieve challenging goals
- * Modify the thought patterns that drive your behavior
- * Develop an organizational mindset that drives superior results

The Improvement Kata gives learners the means to experiment their way through obstacles and achieve tough goals; the Coaching Kata gives managers the means to accelerate and cement their people's learning. In the new age of business, increasing efficiency and decreasing costs is no longer the end game. A manager's job today is to develop patterns of thinking and acting in their people

that lead to success with any challenge. Consistent, mindful practice is the best way to do it—and The Toyota Kata Practice Guide is the best way to get there.

The Lean Manager

Lean Thinking was launched in the fall of 1996, just in time for the recession of 1997. It told the story of how American, European, and Japanese firms applied a simple set of principles called 'lean thinking' to survive the recession of 1991 and grow steadily in sales and profits through 1996. Even though the recession of 1997 never happened, companies were starving for information on how to make themselves leaner and more efficient. Now we are dealing with the recession of 2001 and the financial meltdown of 2002. So what happened to the exemplar firms profiled in Lean Thinking? In the new fully revised edition of this bestselling book those pioneering lean thinkers are brought up to date. Authors James Womack and Daniel Jones offer new guidelines for lean thinking firms and bring their groundbreaking practices to a brand new generation of companies that are looking to stay one step ahead of the competition.

The Toyota Kata Practice Guide: Practicing Scientific Thinking Skills for Superior Results in 20 Minutes a Day

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In this groundbreaking sequel to *The Gold Mine*, authors Michael and Freddy Ballé present a compelling story that teaches readers the most important lean lesson of all: how to transform themselves and their workers through the discipline of learning the lean system. *The Lean Manager: A Novel of Lean Transformation* reveals how individuals can go beyond the short-term gains from tools, and realize a deeper, sustainable path of improvement. Full of human moments that capture the excitement and drama of lean implementation, as well as clear explanations of how tools and systems go hand-in-hand, this book will teach and inspire every person working to make lean a reality in their organization today. This book will help you learn both the how of doing lean, as well as the why behind the tools, enabling you to become lean. Lean is the most important business model for competitive success today. Yet companies still struggle to sustain enduring and deep-rooted business success from their lean implementation efforts. The most important problem for these companies is becoming lean: how can they advance beyond realizing isolated gains from deploying lean tools, to fundamentally changing how they operate, think, and learn? In other words, how can companies learn to go beyond lean turnaround to achieve lean transformation? *The Lean Manager: A Novel of Lean Transformation*, by lean experts Michael and Freddy Ballé, addresses this critical problem. As we move from what Jim Womack, author, lean management authority, and LEI founder, calls “the era of lean tools to the era of lean management,” *The Lean Manager* gives companies a definitive guide for sustaining their ability to learn and improve operations and financial performance,

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while continually developing people. “The only way to become and stay lean is to produce lean managers,” says Womack. “Every isolated effort will recede—or fail—unless companies learn to use the lean process as a way of developing individual problem-solvers with the ownership, initiative, and know-how to solve problems, learn, and ultimately coach new individuals in this discipline. That’s why this book matters so much.” The Lean Manager, the sequel to the Ballé’s international bestselling business novel The Gold Mine, tells the compelling story of plant manager Andrew Ward as he goes through the challenging but rewarding journey to becoming a lean manager. Under the guidance of Phil Jenkinson (whose own lean journey was at the core of The Gold Mine), Ward learns to use a deep understanding of lean tools, as well as a technical know-how of his plant’s operations, to foster a lean attitude that sustains continuous improvement. Where The Gold Mine shows you how to introduce a complete lean system, The Lean Manager demonstrates how to sustain it. Ward moves beyond fluency with tools to changing his behavior as a manager and leader. He shifts from giving orders and answers to asking the right questions so people identify and address problems. He learns how to use tools to unleash the creativity and motivation of people, so they learn how to solve problems as well as coach and teach others to solve problems. Ward learns how to create lean managers. “I am excited and have hopes that this book will enlighten readers about what it really means to live a business transformation that puts customers first and does this through developing people,” said Jeffrey Liker, author of The Toyota Way and professor of Industrial and

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Operations Engineering at the University of Michigan. “People who do the work have to improve the work. There are tools, but they are not tools for ‘improving the process.’ They are tools for making problems visible and for helping people think about how to solve those problems.”

Lean In

The Lean Leader

Whether a group of engineers is developing new cars, software applications, aerospace equipment, kitchen appliances, controls, sensors, or any of hundreds of different items, the process they follow is pretty much the same. Except in one company - Toyota, perhaps the most innovative and highly respected car company on the planet. What is most startling is that Toyota's product development engineers are four times as productive as their counterparts in other companies, according to a study by the National Center for Manufacturing Sciences. Most follow a linear process in developing new products. Toyota's engineers do not. As this book reveals and explains, Toyota's development engineers rely on a development paradigm that is totally different than that found in the West. Companies that are early adopters of the Toyota product development system are

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certain to realize tremendous advantages over their competitors. This is a change that is coming to businesses everywhere and this book shows the way. It is a must-read for anyone in management.

Who Killed Change?

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