BOOSTING BUSINESS
TRAINING OUTLINE

BETTER FASTER HAPPIER

CONTENTS

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DAY 1: GETTING BETTER

Identify high ROI products and services

Learning outcomes and topics	Activities
Why agile? The course begins with an exercise for people to reflect on their expectations and identify: ● What they expect the benefits of agile to be ● What they expect to change for them as leaders ● Any risks they foresee or concerns they have We'll revisit these expectations at the end of the course.	**Exercise** <u>"What is agile"</u> Post-it capture & sort
Introduction ● The role of leadership in driving change ● An overview of business agility	
Mindset ● Defining mindset ● Mindset is a prerequisite for agile adoption	**Exercise** <u>Mindset Mapping</u> Card sort identifying agile vs non-agile mindsets
Introducing the Discovery Workflow ● The purpose of discovery ● An overview of the stages of discovery	
Outcomes ● Why to optimise for outcomes over output ● How outcomes ladder up to revenue ● How outcomes relate to strategy	**Exercise** <u>Identifying Your Outcomes</u>
Identifying problems and opportunities ● Using quantitative data analysis to mine rich insights ● Using customer interviews to source qualitative insights ● Using customer insights to inform strategy ● Using the Jobs to Be Done framework to drive innovation	**Exercise** <u>Data Mining Exercise</u> <u>Customer Interview Exercise</u>
Experimenting to validate solutions ● Using experimentation to learn, test assumptions, improve confidence and reduce risk	**Exercise** <u>Design an Experiment</u>

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● Writing hypotheses ● Testing value, viability, feasibility, usability	
The Opportunity Solution Tree ● Using the Opportunity Solution Tree framework to visualise outcomes vs opportunities vs solutions vs experiments	
Discovery cadence and roles ● Discovering and delivering in parallel ● Discovery roles and responsibilities	
Innovation vs optimisation ● How and why to balance investment in innovation and optimisation	

DAY 2, PART 1: GETTING FASTER ORGANISATIONS

Design a system of work that enables execution at pace

Learning outcomes and topics	Activities
Agility ● Why delivering in short feedback loops increases ROI and improves quality	
Alignment ● Why to outline organisations around goals ● Functional vs cross-functional structures ● How to approach designing cross-functional teams	**Exercise** Finding Alignment Gaps
Focus ● Understand how initiative overload impacts speed ● How to approach prioritisation	**Exercise** The Multi-tasking Name Game
"Minimum Viable Bureaucracy" ● Keeping valuable process, and removing obsolete process ● Why continuous improvement reduces bureaucracy ● Using retrospectives to continuously improve	**Exercise** Running a retrospective

DAY 2, PART 2: GETTING FASTER TEAMS

Agile delivery techniques

Learning outcomes and topics	Activities
Delivering in short feedback loops ● How to deliver in short feedback loops by limiting work in progress (WIP) and delivering in small batches	
Limiting WIP ● Visualising work and using WIP limits to prevent bottlenecks	
Delivering in small batches ● Why small batches increase speed ● Reducing batch size in 3 steps	**Exercise** Why smaller is faster Story Mapping

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DAY 3: GETTING HAPPIER

Motivate talent and increase high performance

Learning outcomes	Activities
The Role of an Agile Leader ● Moving from micromanagement to "leading and supporting" ● The components of leading ● The components of supporting	**Exercise** Good vs Poor Leadership
Motivation ● Understanding the ingredients of motivation	**Exercise** Motivation Mapping
Purpose ● How purpose influences motivation ● Why purpose is increasingly important ● Creating global and local purpose ● Improving purpose	**Exercise** Vision Quiz Connecting Outcomes to Purpose
Autonomy ● The benefits of autonomy for leaders and teams ● How to develop an autonomous culture ● How to use coaching to increase autonomy	**Exercise** Mapping Coaching Questions Coaching Practice
Mastery ● How mastery influences motivation ● How to use feedback to improve mastery ● Giving effective feedback ● Using the Radical Candour feedback framework ● Building a feedback culture	**Exercise** Giving Effective Feedback Feedback Speed Dating
What is agile: reflect and regroup Equipped with an overview of an agile system, we'll revisit the expectations captured during Day 1 to identify how our thinking has been influenced by what we've learned.	

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FORMAT & DELIVERY

The training consists of 3 days of training delivered face to face. The training can be delivered in one go, or in multiple parts. The training can also be customised to meet the needs of your organisation.

At the end of the training participants will receive:

- PDF copies of the training decks and a summary of key learnings
- A set of small challenges designed to put learning into practice
- A "playlist" of blog posts, talks and podcast as follow-up learning
- A reading list of recommended books to dive deeper into individual topics

PRICE

Training

£600 per person for 3 days training
Maximum 16 people per session

ADDITIONAL SERVICES

Change Roadmapping Workshop
- A workshop to define an initial plan to begin introducing change

Cross-Functional team Design and Implementation
- Support to design your organisation around goals and outcomes to create alignment
- Definition of roles, responsibilities and accountabilities
- Support to roll out new teams and new processes

Operating Cadence
- Support to define your process and cadence for defining goals
- Support to introduce feedback loops to provide visibility of plans and progress

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