TAKING VISUAL MANAGEMENT TO THE NEXT LEVEL

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HYPOTHESIS

If: an organization is able to successfully implement Visual Management at the highest level,

Then: we can predict that the organization will be successful in adopting all the elements of LPPD and successfully drive improvement in business results,

Because:

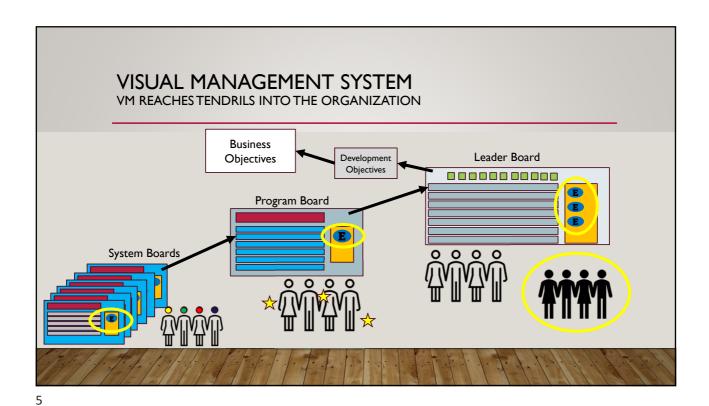
- The Organization:
 - Will have demonstrated and practiced required organizational and cultural behaviors
 - Understands how to effectively execute a change management process
 - · Values process and continuous improvement
 - · Builds strong leadership and team engagement

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VALUE OF VM TO THE RESEARCH ORGANIZATION

- Quickly makes the status/work/issues visible
- Enables help chain to escalate issues to the highest needed level for quick resolution
- · Provides foundation for continuous improvement of business processes
- Builds Engagement Top down/Bottom up
- Foundation for Cultural Change if they can do VM they can do others

To maintain flow and deliver value...



EVOLUTIONARY VM ORGANIZATION AND CULTURE THE ORGANIZATION IS HIGHLY ADAPTABLE TO CHANGE Increase revenue 20% There is a process to pull for change... Vision Enter 2 new markets Lead current market Increase Engagement Score Increase Speed of Innovation Lives (A3's) Increase Throughput Decrease Cost LPPD Business Increase organizational engagement **Objectives** Visual See the work **Management** Quickly remove barriers Eliminate systemic problems **Build Engagement** Demonstrate ability to adopt change



EVOLUTIONARY VM ORGANIZATION AND CULTURE
DECISIONS

Leader

Manager

Program

System

System

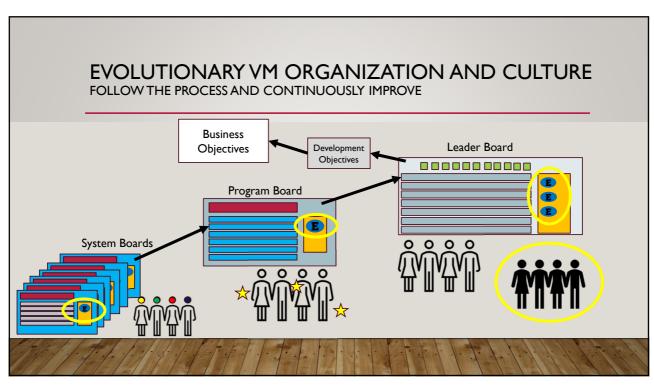
EVOLUTIONARY VM ORGANIZATION AND CULTURE DECISIONS

- · Power of Formalized Decision Making
 - Decisions occur where the work is being done at the lowest level
 - Teams empowered
 - Quality decisions
 - Decision structure to formally escalate to the required level for help
 - Coach to strengthen capability and credibility build trust

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EVOLUTIONARY VM ORGANIZATION AND CULTURE FOLLOW THE PROCESS AND CONTINUOUSLY IMPROVE

Develop Structured Visual Management System



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EVOLUTIONARY VM ORGANIZATION AND CULTURE

FOLLOW THE PROCESS AND CONTINUOUSLY IMPROVE

- Develop Structured Visual Management System
- · Fully Adopt VM System through Accountability and Discipline
 - Practice using the boards both defining the work and interpreting the board
 - Practice VM Meetings all attendees, in sequence and on a cadence
 - Meeting Mindsets System/Program/Leaderboard
- Continuously Improve the VM System and practice!

EVOLUTIONARY VM ORGANIZATION AND CULTURE

OPTIMIZED COMMUNICATION - DELIVER VALUE

So you walk into an R&D department, they don't have a visual management culture, you see people working... at their desks, in meetings, at the computer, in the lab....

What do you need to do to understand the status of the work?

Stop by... wait, may need to talk to several people to get the full picture...

Email...

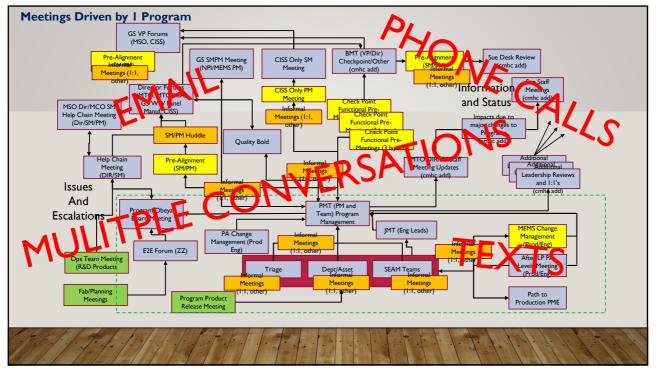
Phone calls...

Texts...

Meetings...

Takes time away from program team, so they are not adding value...

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EVOLUTIONARY VM ORGANIZATION AND CULTURE

OPTIMIZED COMMUNICATION - DELIVER VALUE

- · Coordination at the board
 - Safe Environment
 - · Work is visible
 - Status, issues/risks, action plans
 - · Clear and consistent message for anyone
- · All program discussions occur at the board
- · Go see for yourself at any board, anytime
- Attend VM meetings

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EVOLUTIONARY VM ORGANIZATION AND CULTURE

FOCUS ON REMOVING BARRIERS - MAINTAIN FLOW

- Enable low risk program from the start
- Problems visible and teams empowered to managed them at the system and program level
- · Action plans are visible
- Risk visible mitigation integrated into program plan
- Leaders focused on "How can I help?", are their barriers I can quickly remove to maintain flow?
- Quick response to escalations

EVOLUTIONARY VM ORGANIZATION AND CULTURE

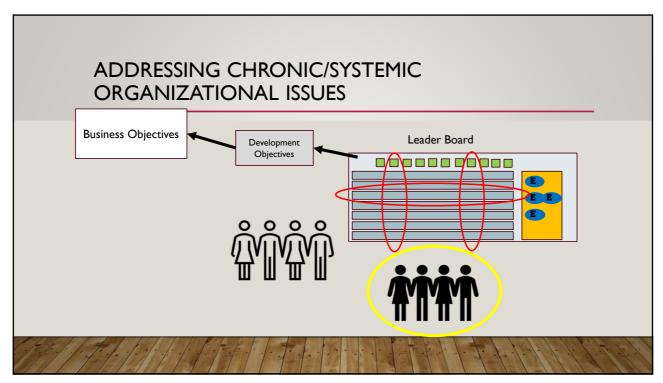
FOCUS ON ADDRESSING CHRONIC/SYSTEMIC ORGANIZATIONAL PROBLEMS - MAINTAIN FLOW

- ID major issues program teams don't have time or influence to address
 - · Resource and cross organizational (matrix) gaps
 - Systemic In-Program Management issues
- Conduct chronic/systemic problem solving (kaizen)

The scope of work on the Leaderboard can be broadened to see the full scope of work

- Include all Director/VP initiatives
- · Understand and manage priorities and resources
- Expand to Leader Wall

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EVOLVED VISUAL MANAGEMENT SUMMARY

TO MAINTAIN FLOW AND DELIVER VALUE

- Leader Sponsorship Clear connection to the vision
- Formal Change Management System
- Formal Decision Making Process
- Optimized Communication
- Acceptance of Process and Continuous Improvement
- Focus on Removing Barriers
- Systemic Approach to Addressing Chronic/Systemic Issues

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QUESTIONS?

THANK YOU!