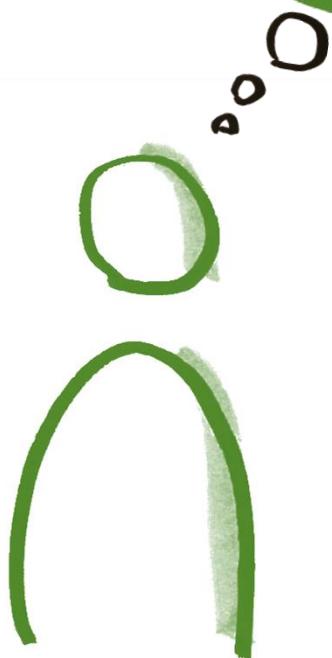


# Employeeship and Leadership – Key Factors in Agile Transformations



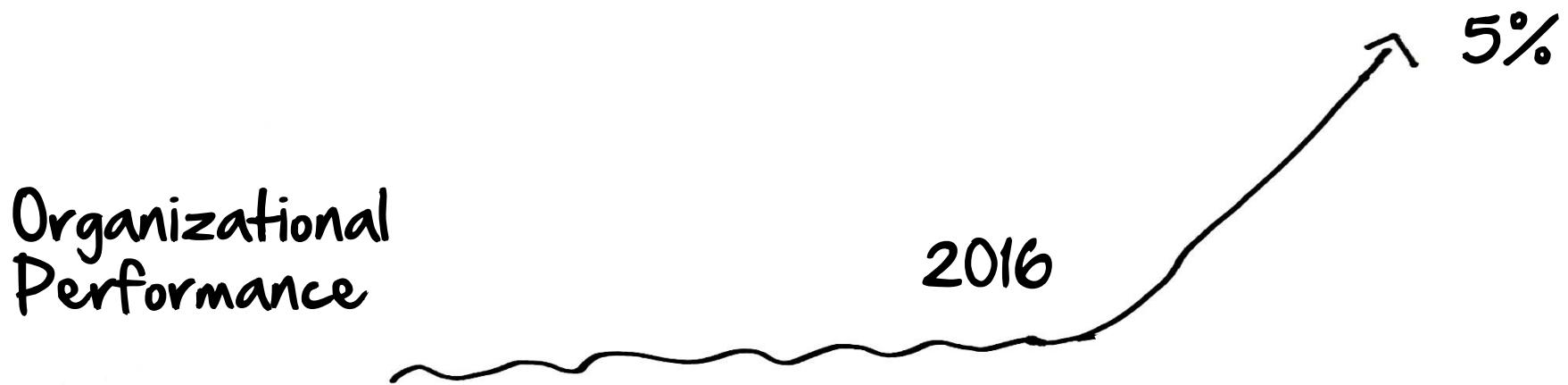
Henrik Berglund  
**ProAgile**

# { 20 years of agile, how are we doing? }

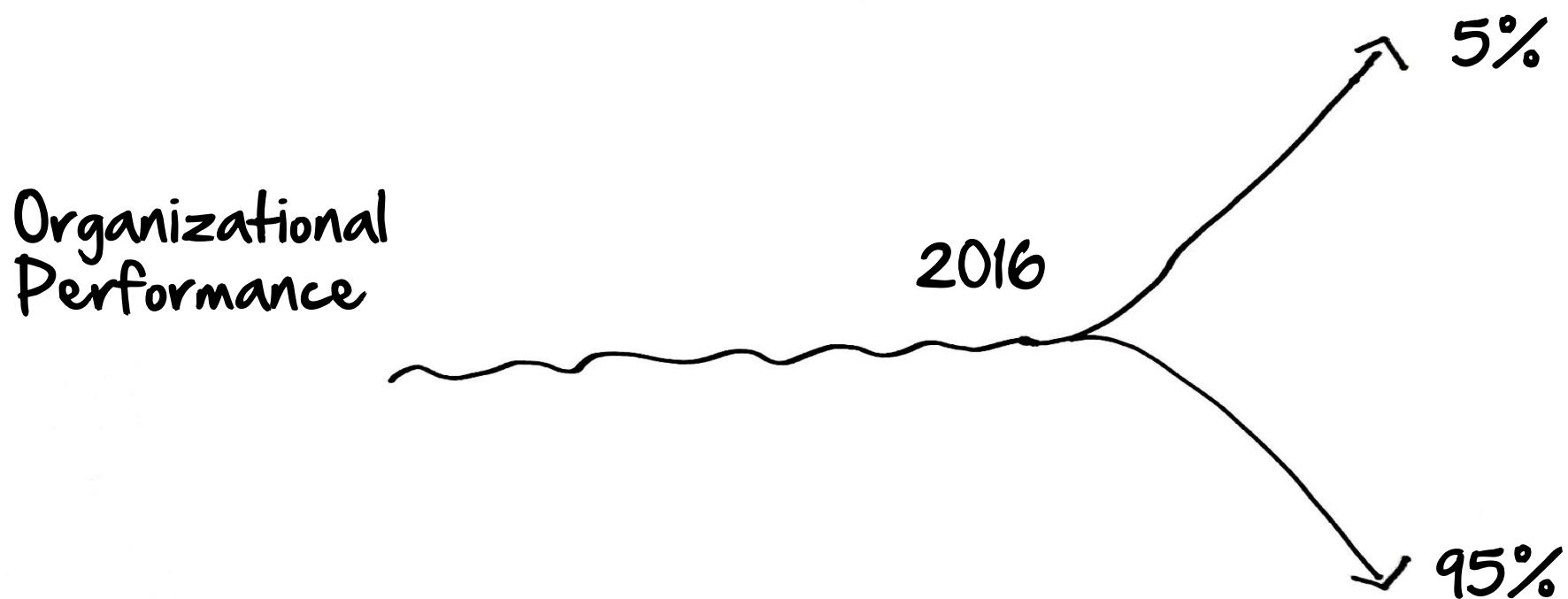
Organizational  
Performance



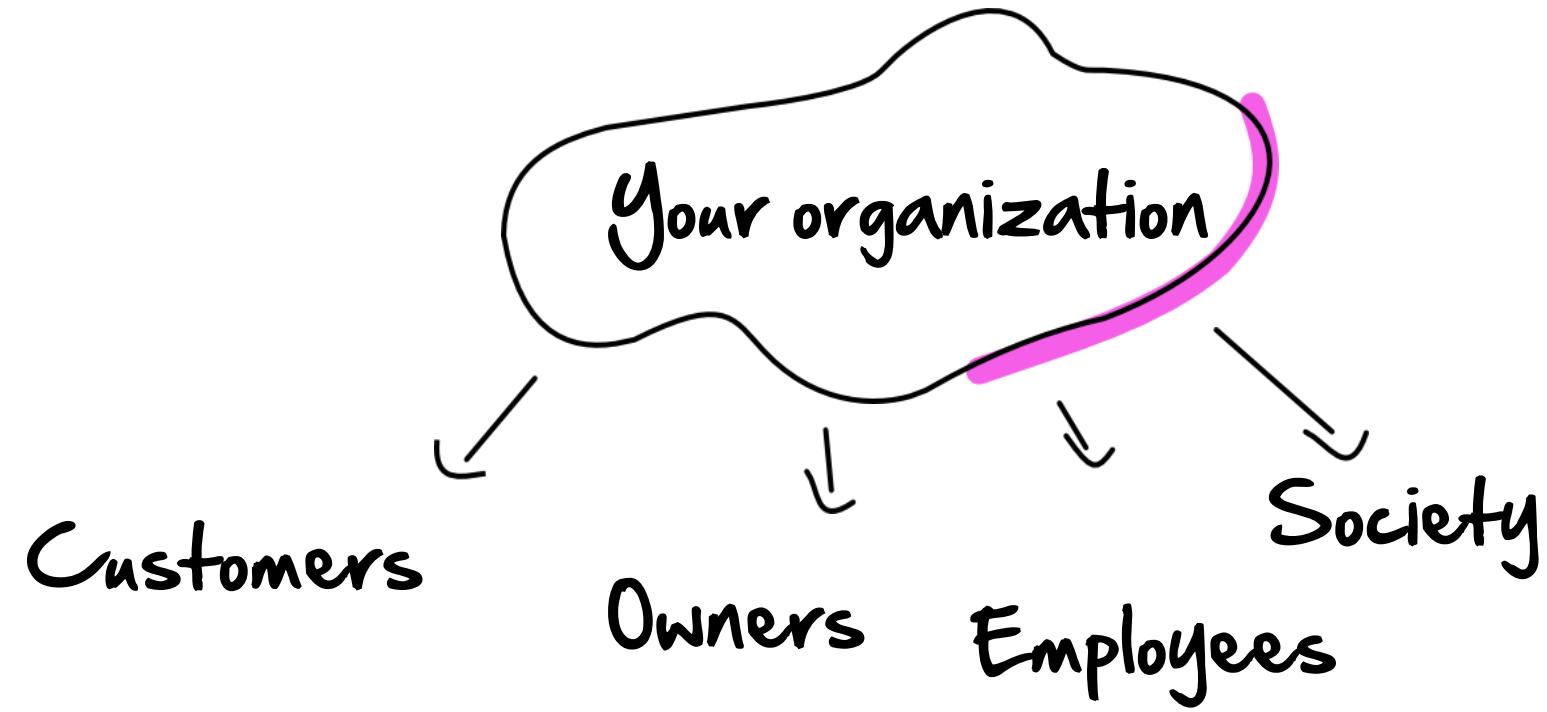
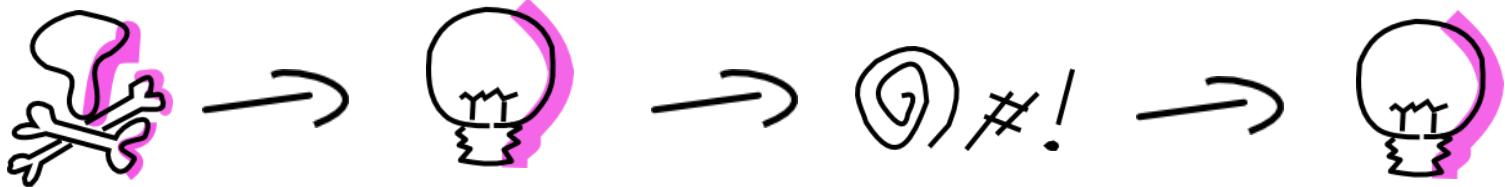
# { 20 years of agile, how are we doing?



# { 20 years of agile, how are we doing?



After 20 years... "Agile" what is it?



Agility = Ability to adapt and survive

If your organization does not exist anymore in 5-10 years...  
What could have caused that?

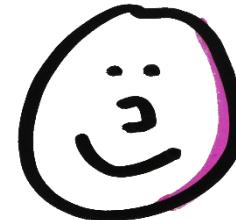
I have an idea!

So do I!

2 min

# Do we adapt quickly enough?

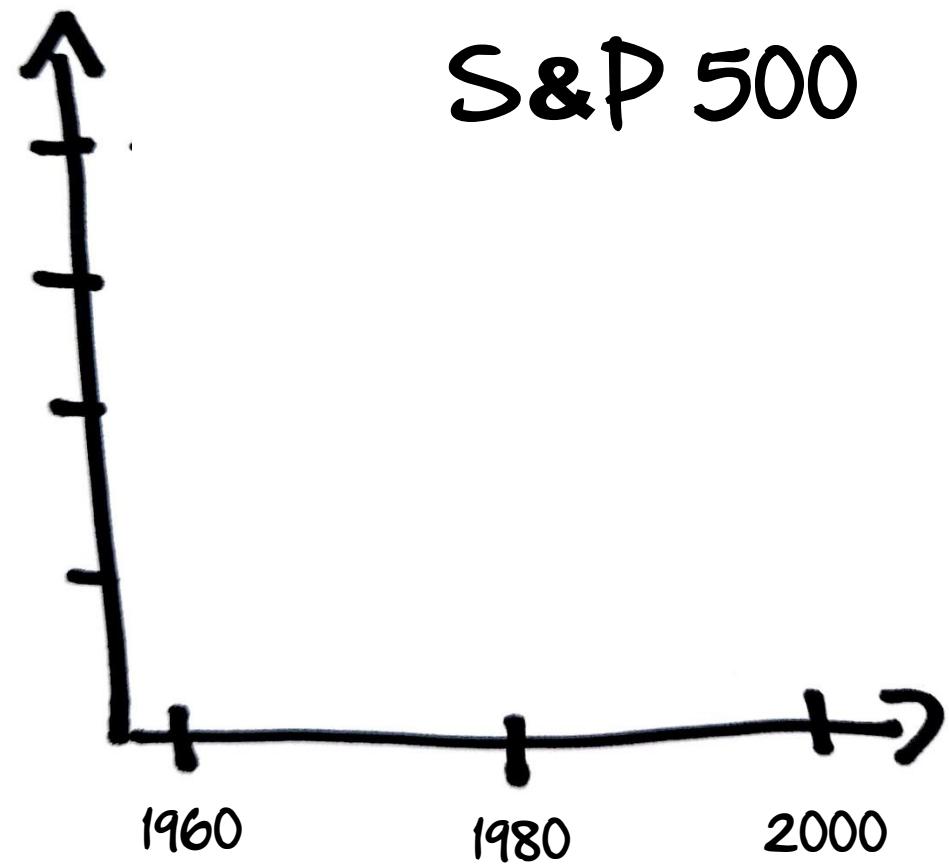
- Markets
- Employees
- Business model
- Competition



## Survival of large organizations

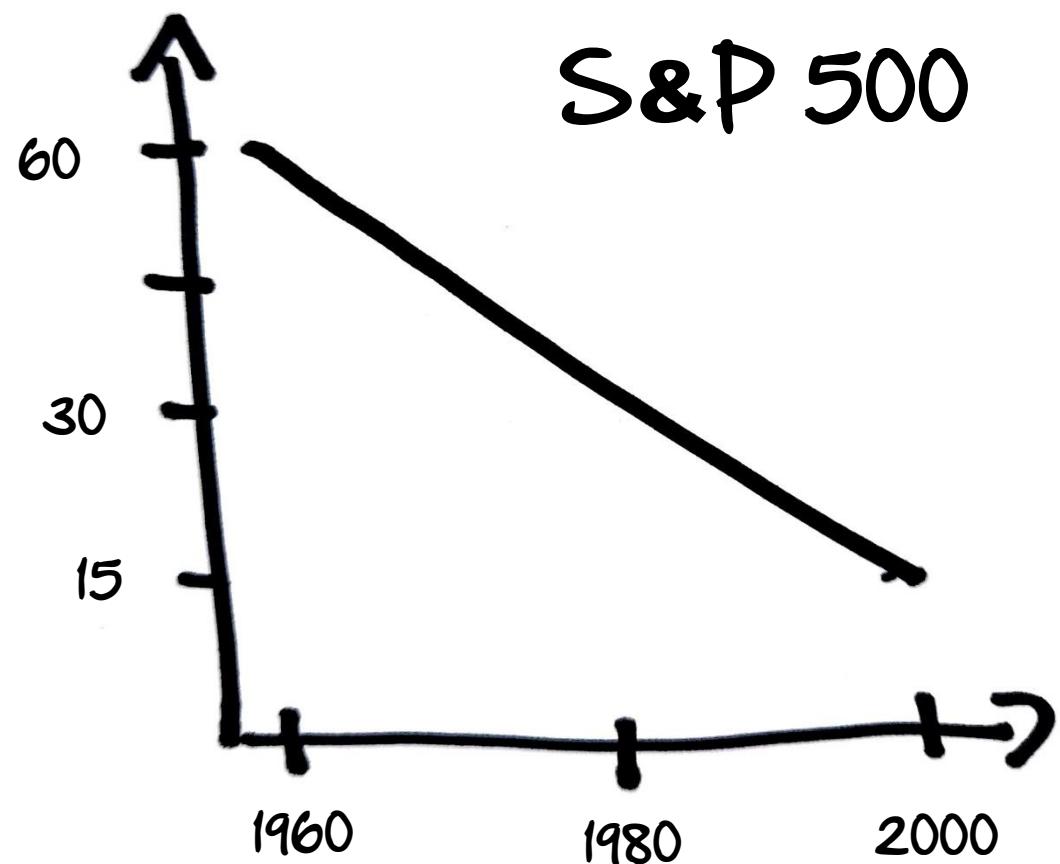
Average time  
on list

S&P 500



## Survival of large organizations

Average year  
on list



# "Adopting Agile ways of working"

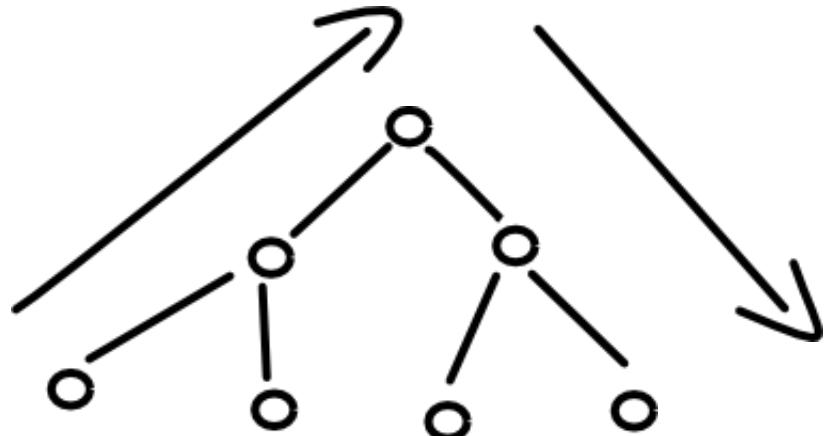


Sprints

ScrumMasters

Daily Scrum

# The Problem?



@@#!



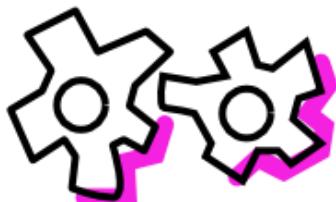
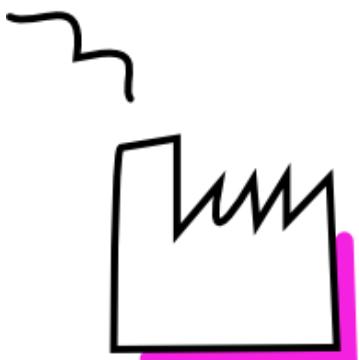
15%



70%

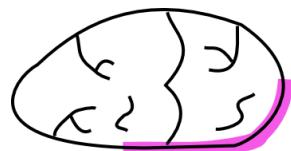


15%

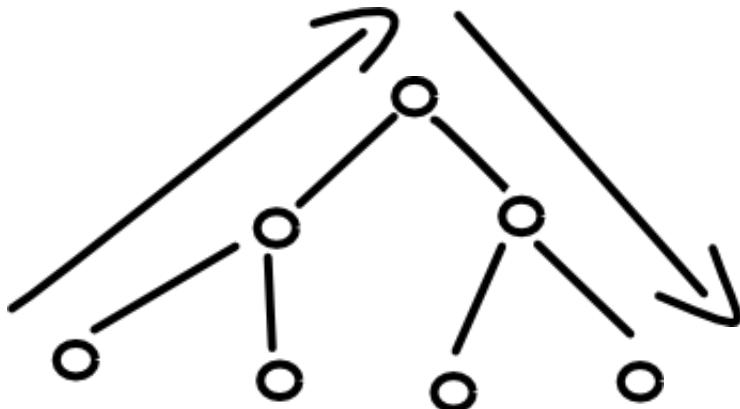


Gallup - State of the  
Global Workplace

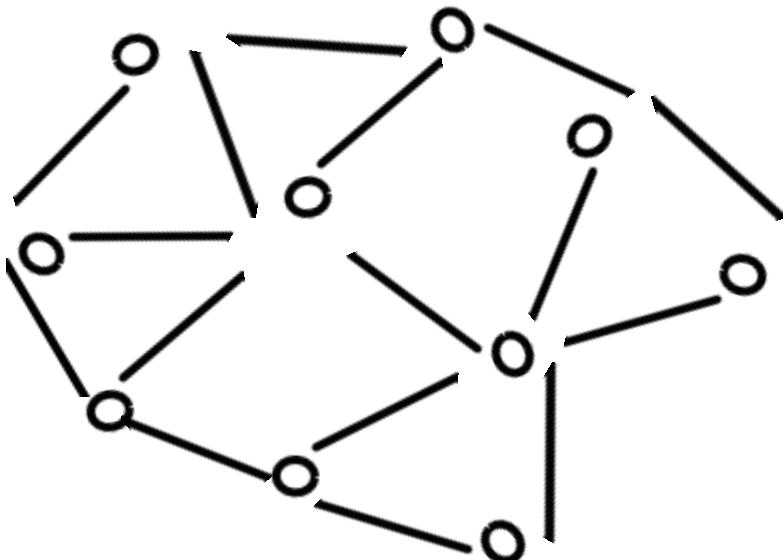
60 Steps...



# "Agile transformation"



# Decentralization



# What does it take?

Passion

Creativity

Initiative

-----  
Expert knowledge

Diligence

Obedience

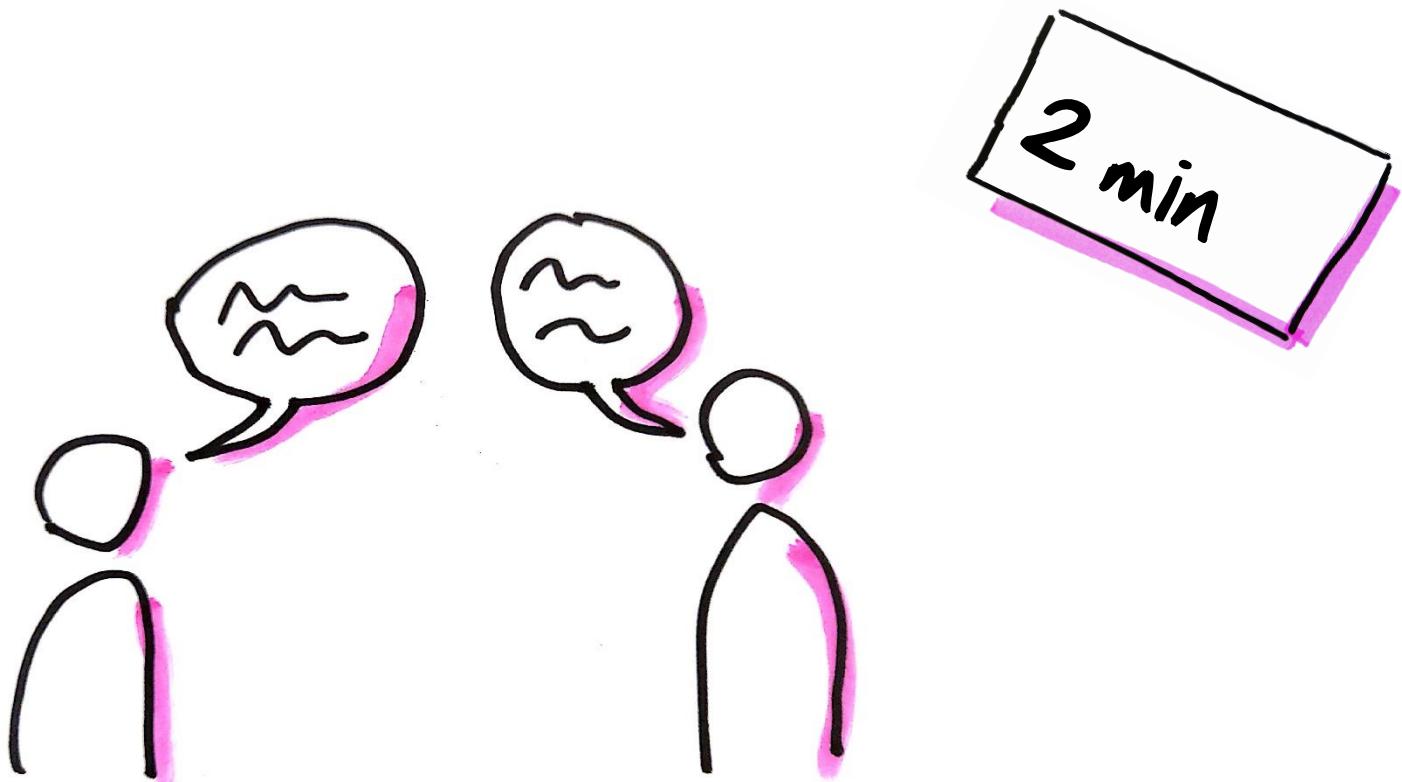


Voluntary!



Not enough  
anymore...

{ What motivates you at work?



# Compelling direction

Challenge      Purpose

---

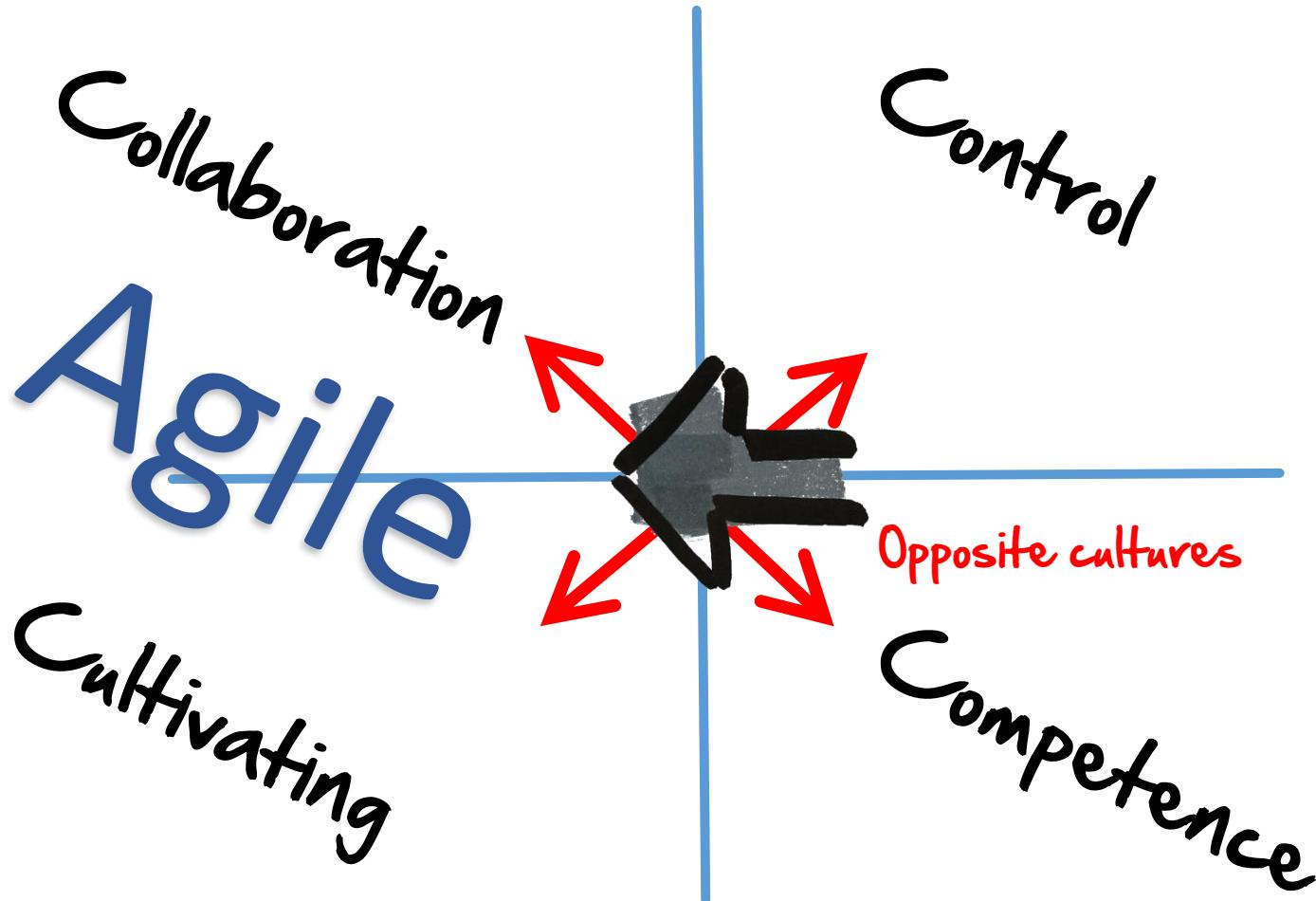
Fast, trustworthy feedback  
on results

---

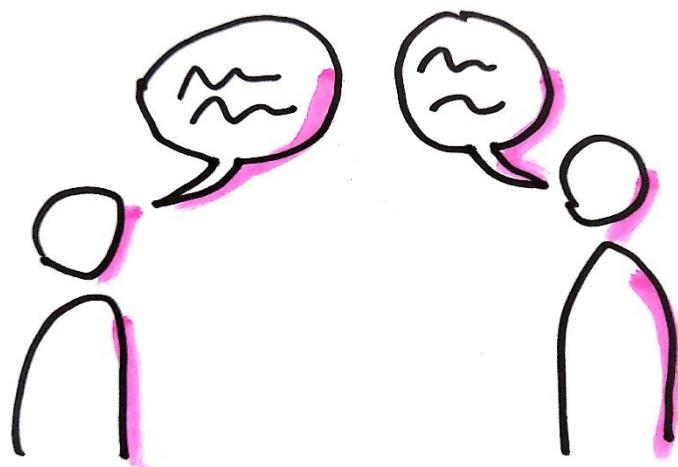
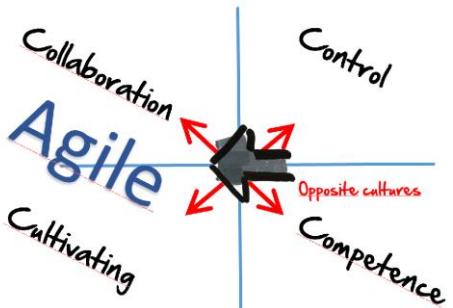
Influence      Mandate

Autonomy      ...

# Schneider's Culture model



# Would a cultural shift be needed for agile to flourish in your context?



2 min

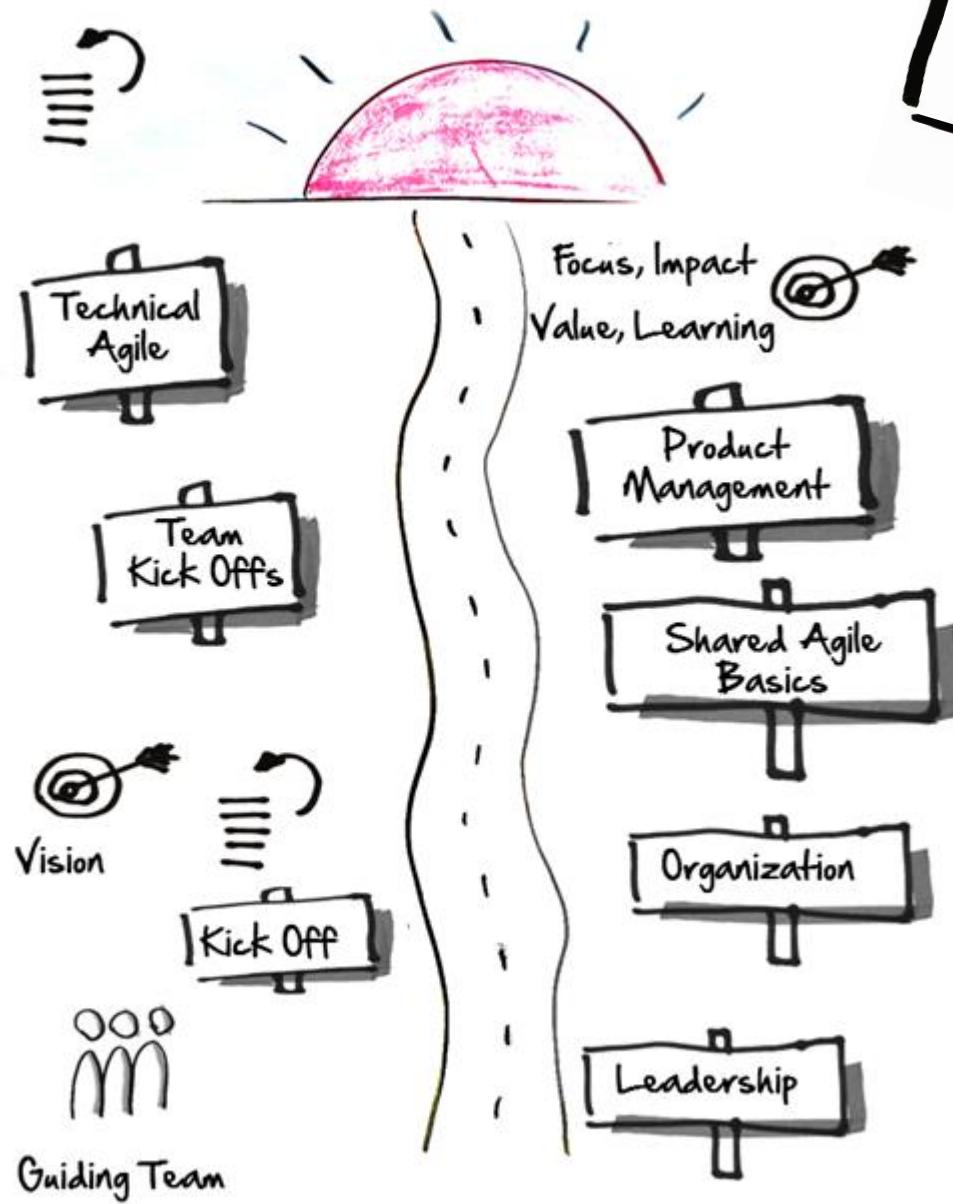
## Some Key Insights

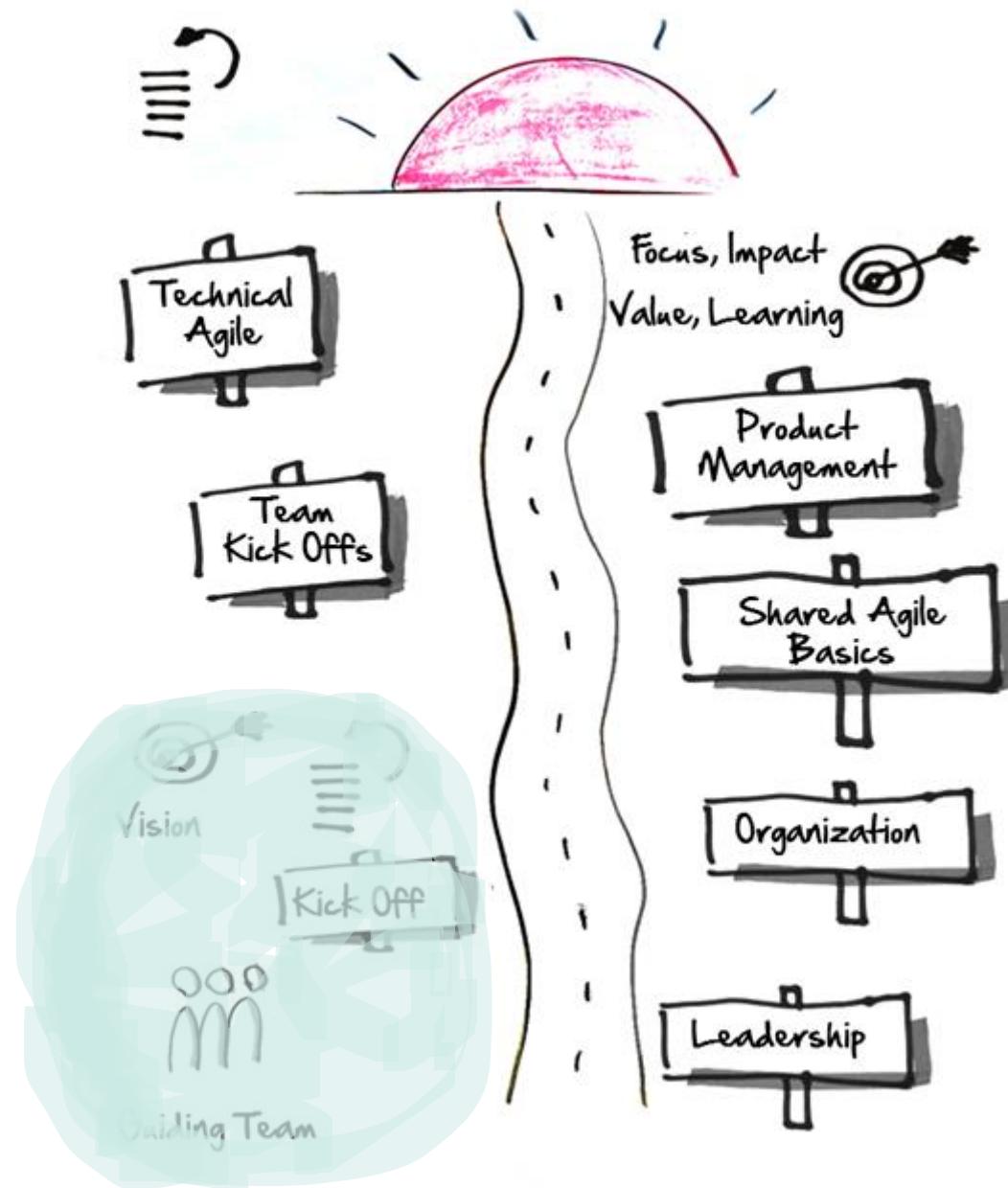
Decentralization is key.  
It's not about a forced standardized method

Motivation and initiative is key.  
This cannot be forced. To get this, new enabling conditions  
needs to be put in place

A culture shift is needed.  
Your current leadership model is not enough to support this

# The agile journey





## Cultural change

- Sense of urgency
- Guiding team
- Compelling vision
- Enlist volunteers, delegate, enable action etc
- ...

J. Kotter

Organization

Things are great!





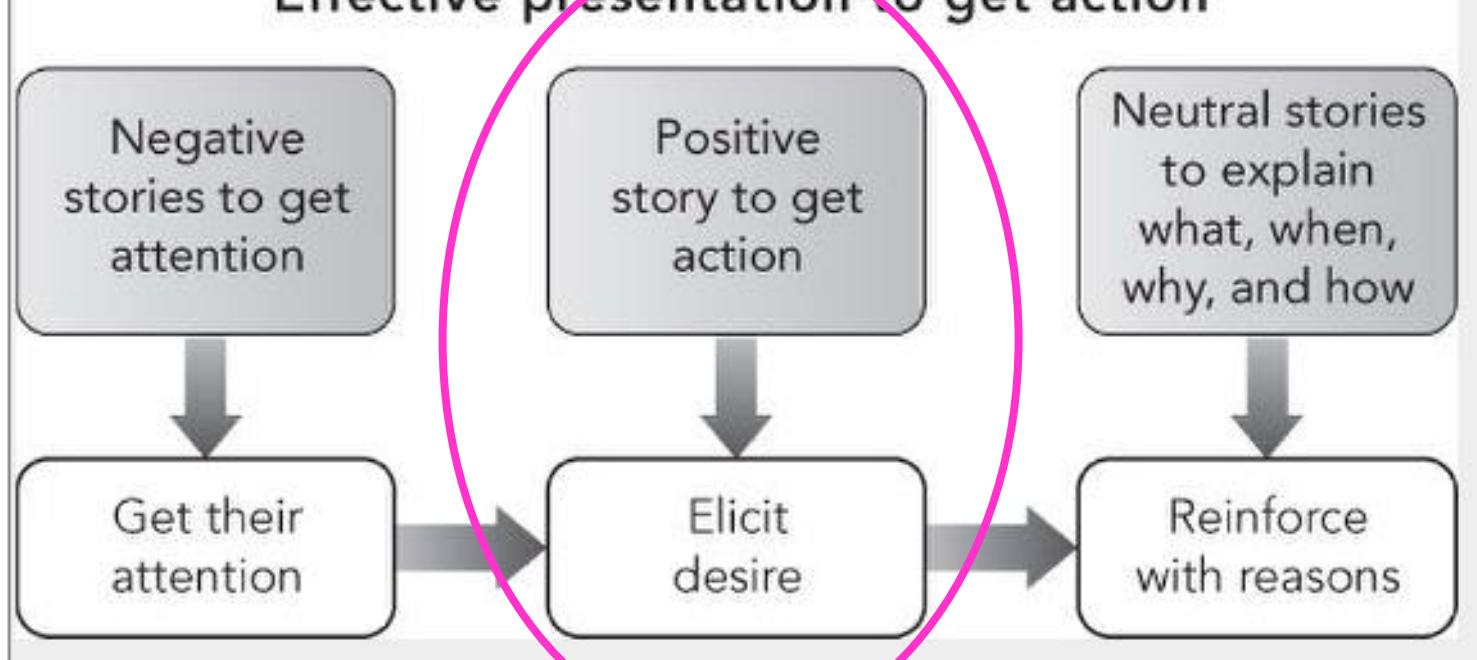
## Inspiration - "springboard stories"

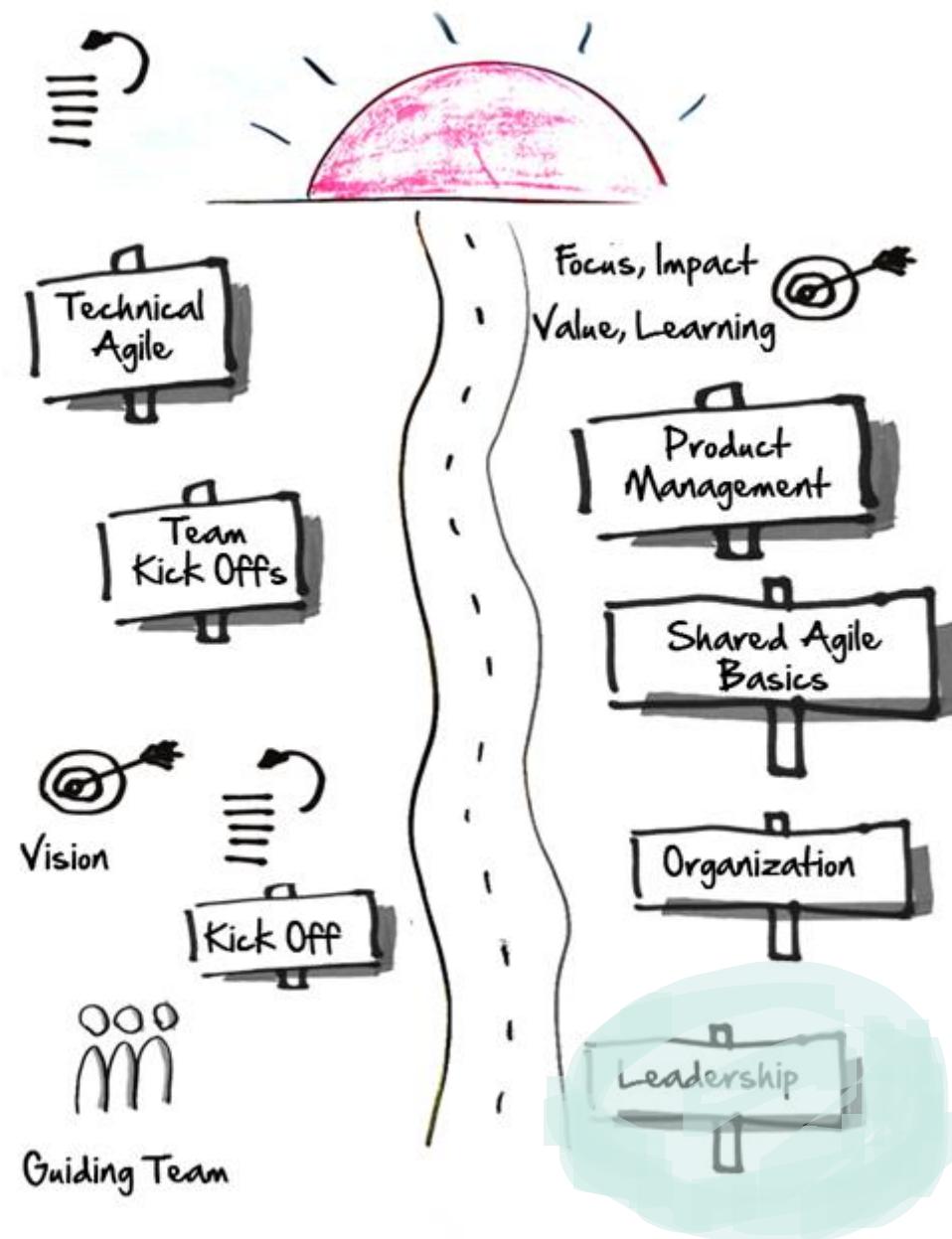
- The change idea being communicated by the story is clear and worthwhile.
- The story is based on an actual example where the change was successfully implemented—that is, it's a true story.
- The story is told from the point of view of a single protagonist.
- The protagonist is typical of the audience.
- The story gives the date and place where it happened.
- The story makes clear what would have happened without the change idea.
- The story is told in a minimalist fashion with little detail.
- The story has a positive tone and an authentically happy ending.
- The story is linked to the purpose to be achieved in telling it.

Of all the elements, the four most important are that the idea must be clear and worthwhile and the story must be true, positive, and told in a minimalist fashion

## Context for vision story

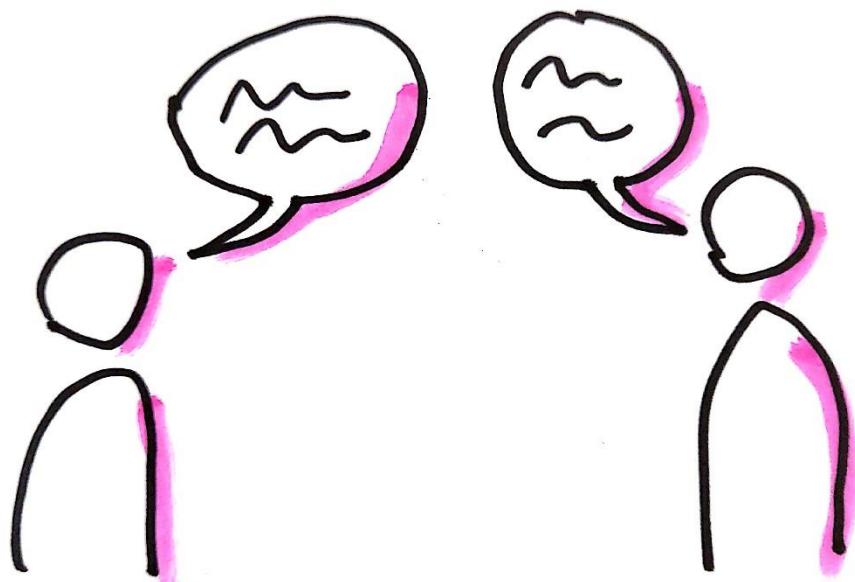
Figure 3.1 The Secret Language of Leadership  
**Effective presentation to get action**





Some input from HR...

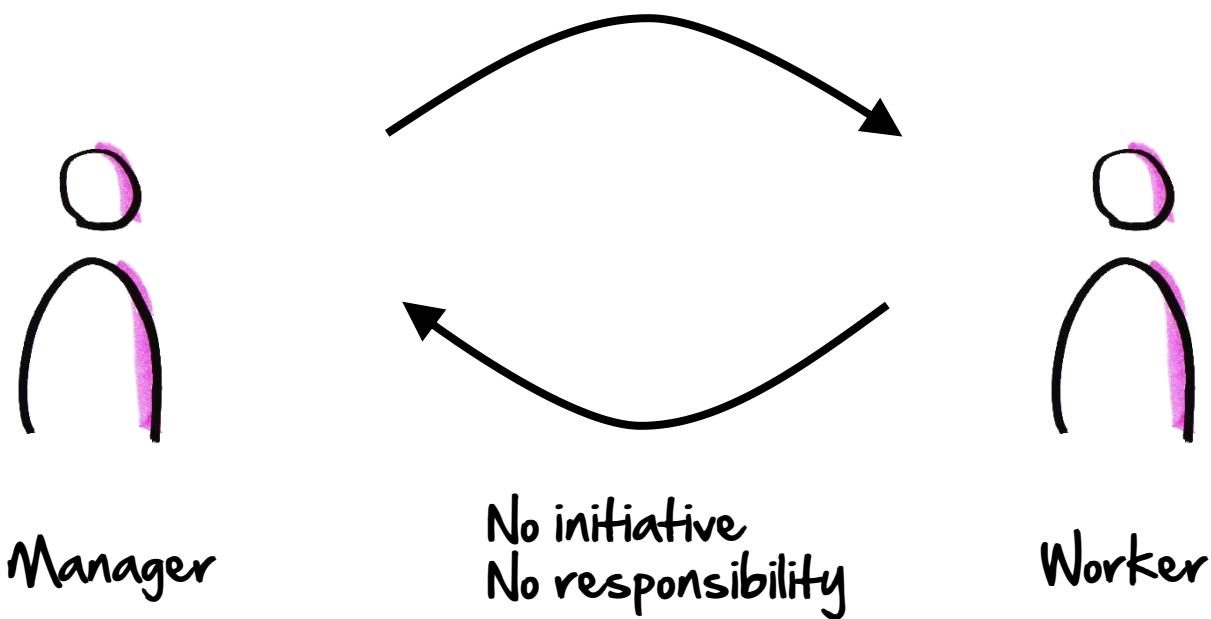
Is this for everyone? Maybe some people just want to/need to be told what to do?



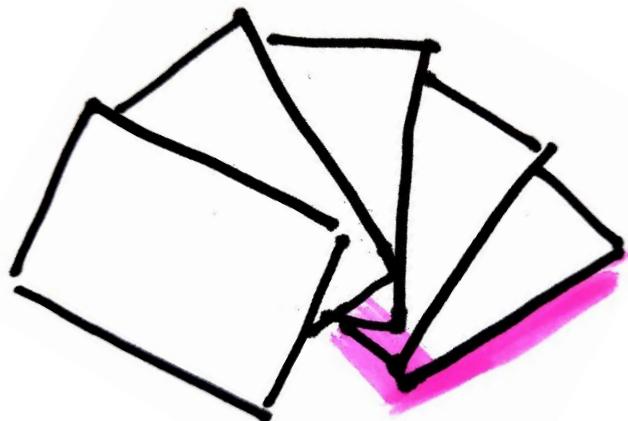
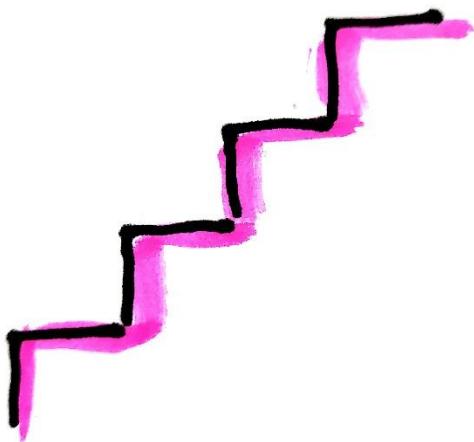
2 min

# Self enforcing toxic cycle

Increase control and followup



# Increasing Autonomy Stepwise



Delegation Poker...



## Tell

I will tell them



## Sell

I will try and sell it to them



## Consult

I will consult and then decide



## Agree

We will agree together



## Advise

I will advise but they decide



## Inquire

I will inquire after they decide



## Delegate

I will fully delegate

## DELEGATION POKER

[www.management30.com/  
delegation-poker](http://www.management30.com/delegation-poker)

You are the line manager for an experienced software development team. The team signal that they need more cloud computing skills to meet deliveries. They may need training, bring in a consultant etc.

On what level will you delegate solving this to the team?



**Tell**

I will tell them



**Sell**

I will try and sell it to them



**Consult**

I will consult and then decide



**Agree**

We will agree together



**Advise**

I will advise but they decide



**Inquire**

I will inquire after they decide



**Delegate**

I will fully delegate

You are the head of sourcing since 20 years.

A newly started sourcing team needs to source the equipment for a new lab. The lab is similar to one that is already in use. The budget is about 20 million SEK. There is some feedback from existing users to consider.

On what level will you delegate to the team?



**Tell**

I will tell them



**Sell**

I will try and sell it to them



**Consult**

I will consult and then decide



**Agree**

We will agree together



**Advise**

I will advise but they decide



**Inquire**

I will inquire after they decide



**Delegate**

I will fully delegate

You are in charge of facilities for a 200 person department.

A team wants to purchase a new coffee machine.

On what level will you delegate to the team?



**Tell**

I will tell them



**Sell**

I will try and sell it to them



**Consult**

I will consult and then decide



**Agree**

We will agree together



**Advise**

I will advise but they decide



**Inquire**

I will inquire after they decide

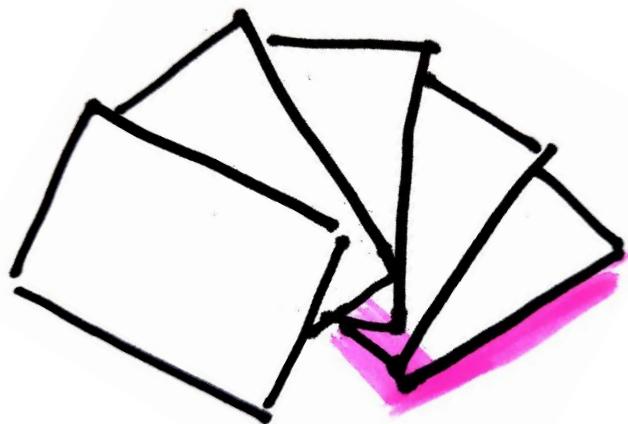


**Delegate**

I will fully delegate

What did you consider when choosing level?

- Risk
- Ability
- ...

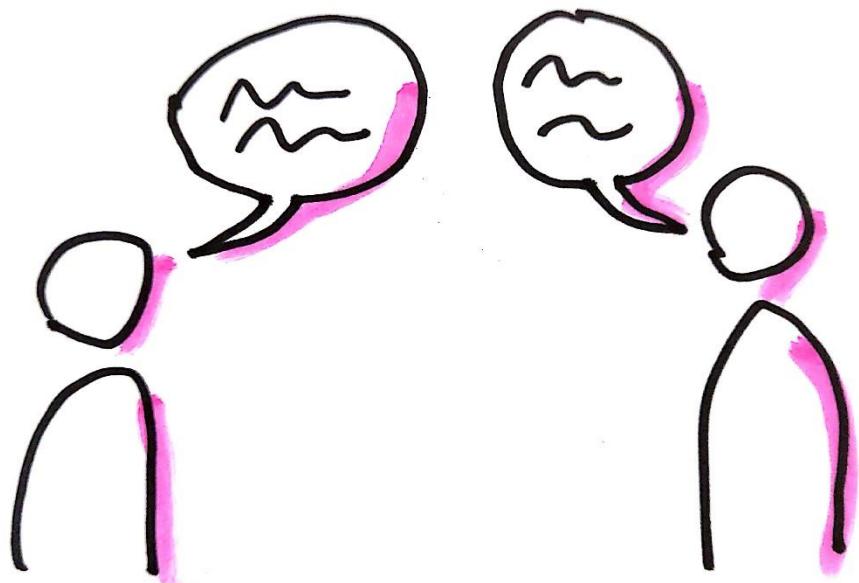


Delegation Poker...

# Example, delegation board

| #  | Delegation area  | Tell  | Sell   | Consult  | Agree   | Advise  | Inquire   | Delegate  |
|----|--|---|--|--|---|---|---|---|
| 1  | Analysis of business, product and technology requirements          |   |  |  |   |   |   |    |
| 2  | Planning, implementation and delivery of work packages             |   |  |  |   |    |    |   |
| 3  | Conduct reviews and receive feedback on output and performance     |   |  |  |    |    |   |   |
| 4  | Ways of working and methods for development work                   |   |  |  |   |    |    |   |
| 5  | Evaluation, improvement and follow-up of ways of working           |   |  |  |    |    |   |   |
| 6  | Selection of tools for development work (within policy and budget) |   |  |  |   |   |    |   |
| 7  | Work coordination and usage of resources in the team               |   |  |  |   |   |    |   |
| 8  | Competence development for the team (expertise and broaden)        |   |  |  |   |   |   |   |
| 9  | Usage of adequate support and knowledge from organization          |   |  |  |   |   |  |  |
| 10 | Team constellations and team leader appointments                   |   |  |  |  |   |   |   |
| 11 | Recruitment of new team members or replacement recruitments        |   |  |  |  |  |   |   |
| 12 | Overall direction, strategy and targets                            |  |  |  |   |   |   |   |
| 13 | Budget and cost levels, purchase of material                       |  |  |  |   |   |   |   |

What is one area where a team  
(yours?) could get something  
delegated at a higher level right  
now?

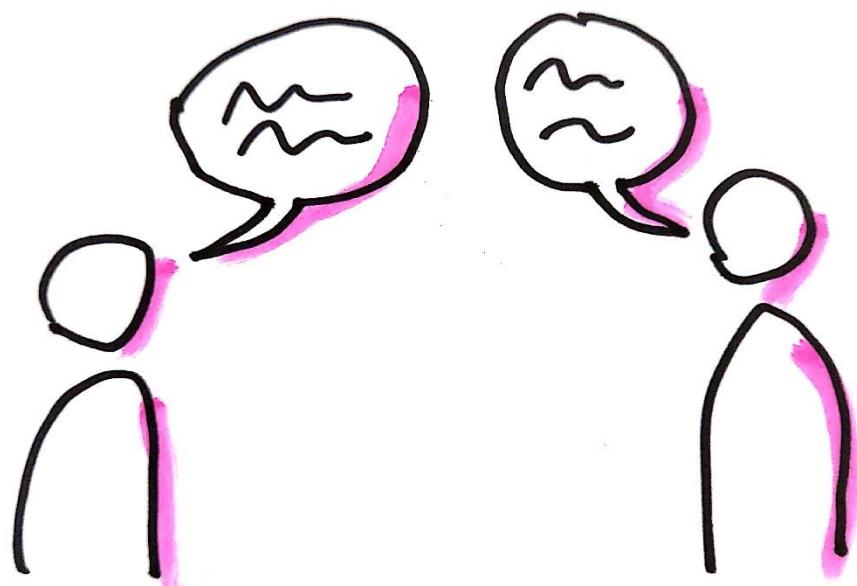


2 min

# Case Study

## The Team Wants to Decide...

# What would you do?



2 min

Damaged trust/safety

### Reasons

"Works towards different goals"

### Solution - Find and clarify shared goal

My intention was not to .....

My intention was to .....

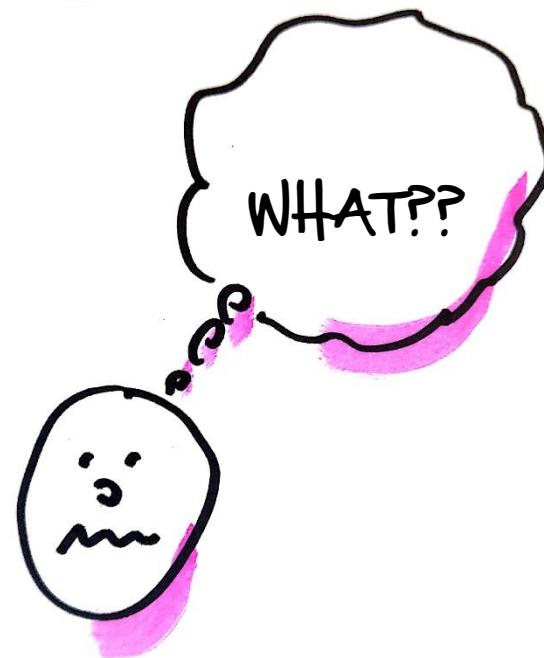
# Damaged trust/safety

## Reason

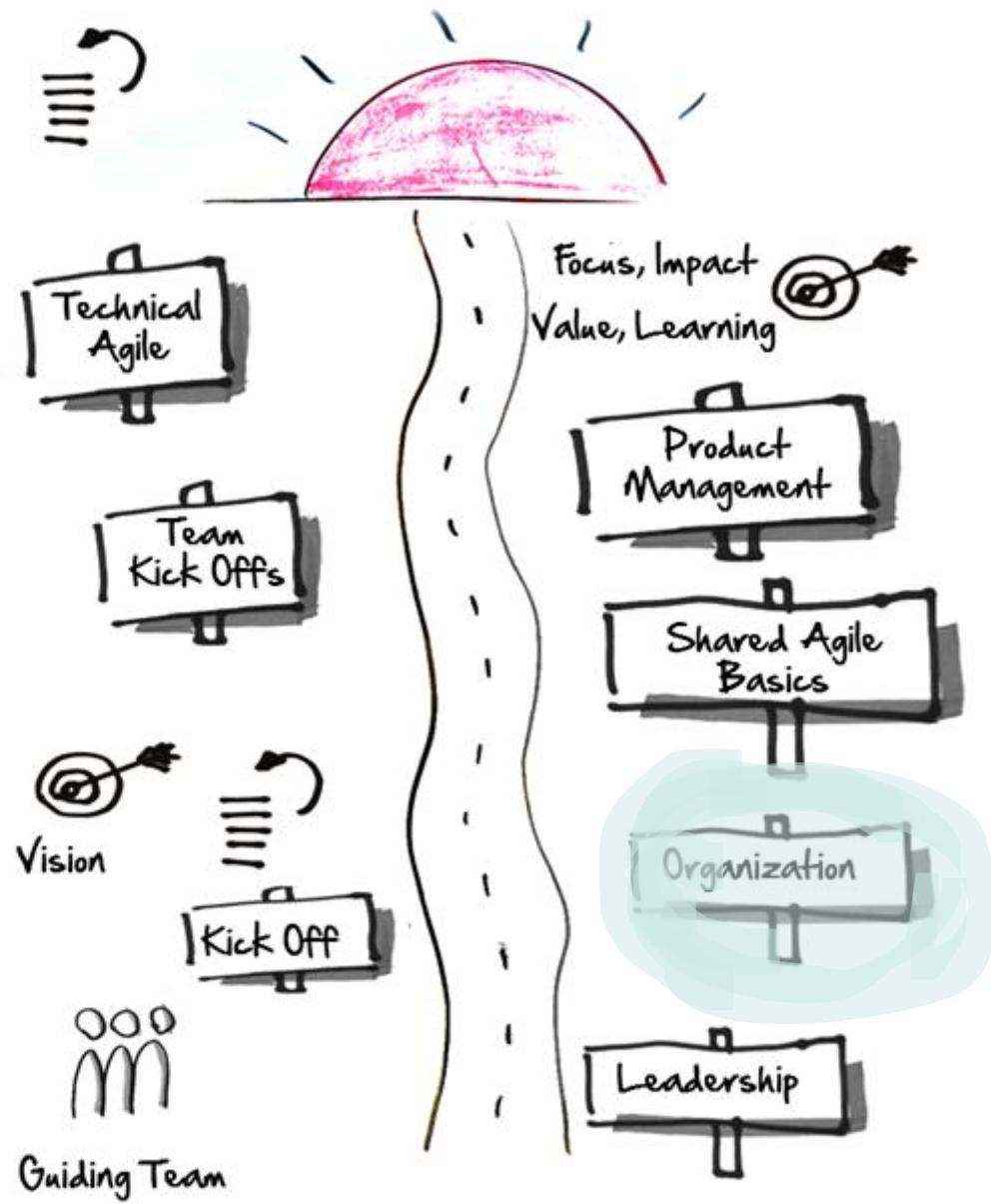
"Does not respect me"

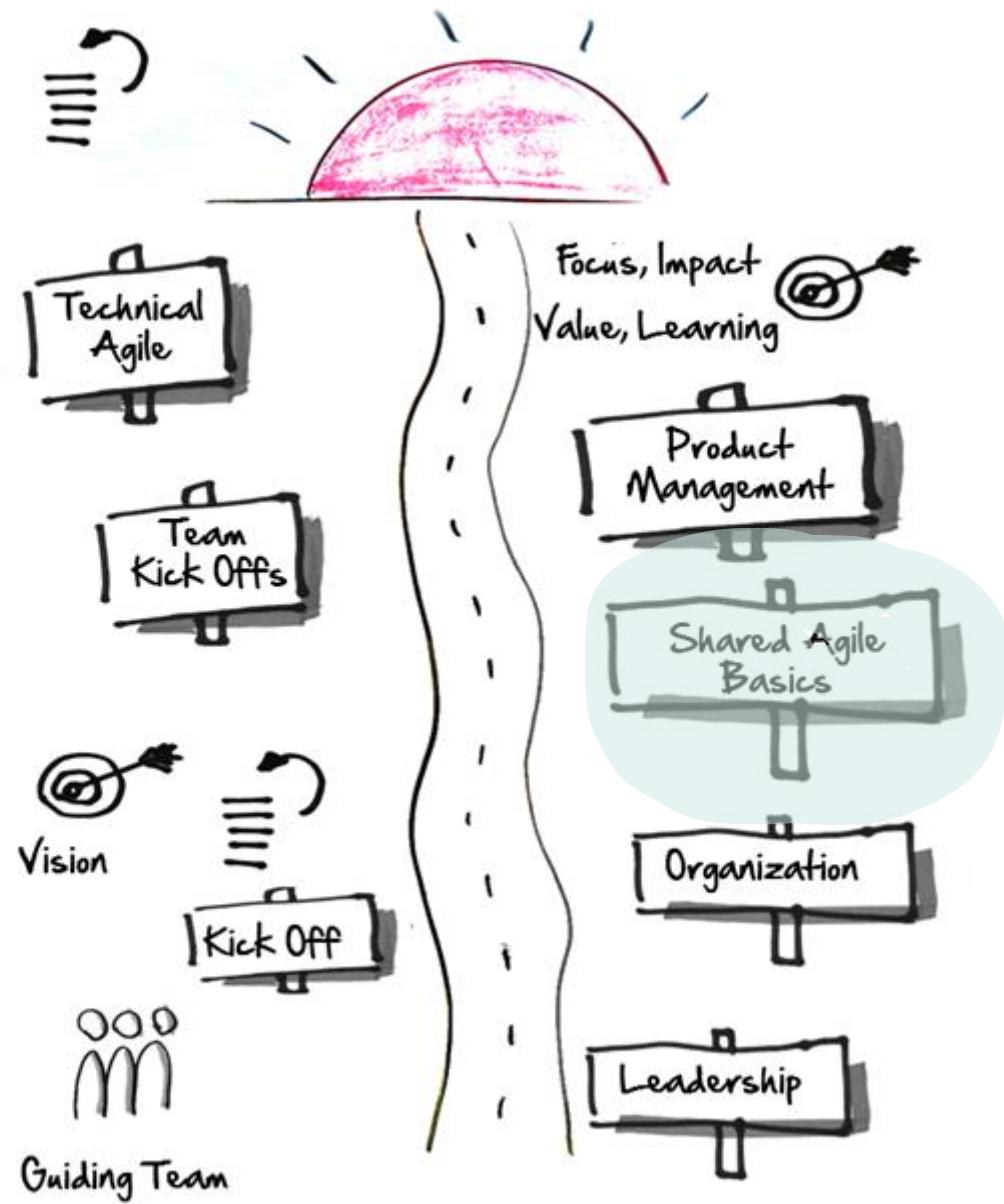
## Solution - Repair damage, show respect

Apologize, listen



- Feels like weakness...
- Looks like courage





# SHARED AGILE FOUNDATIONS

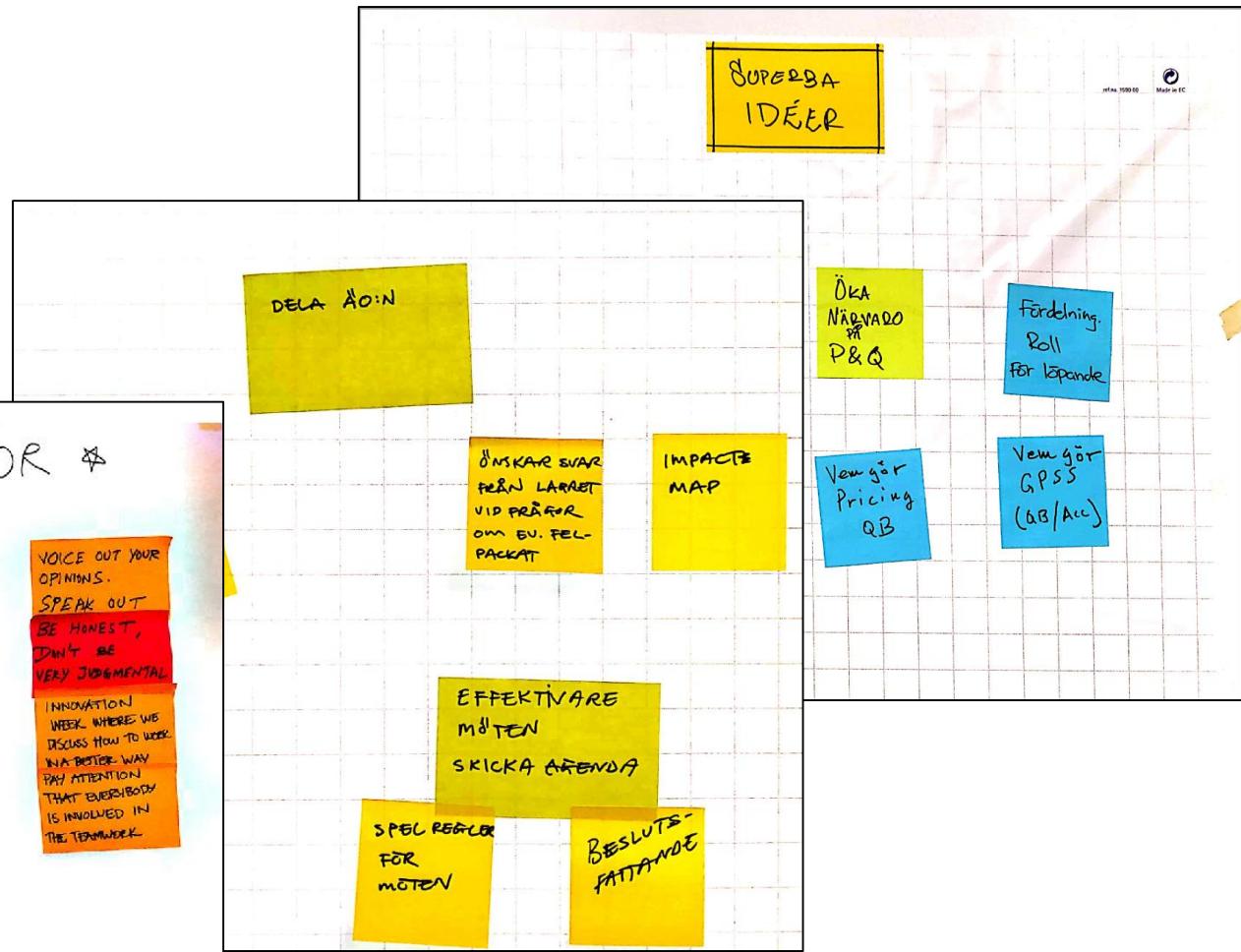
8



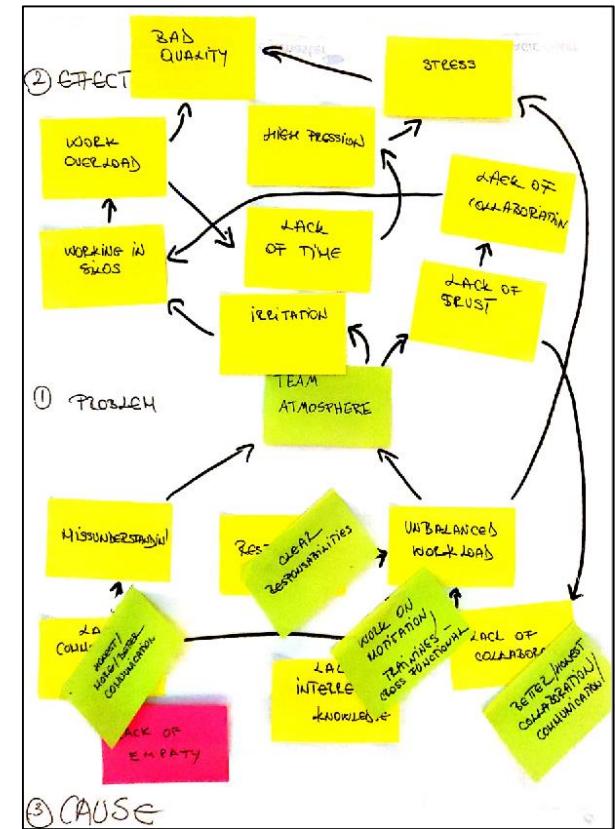
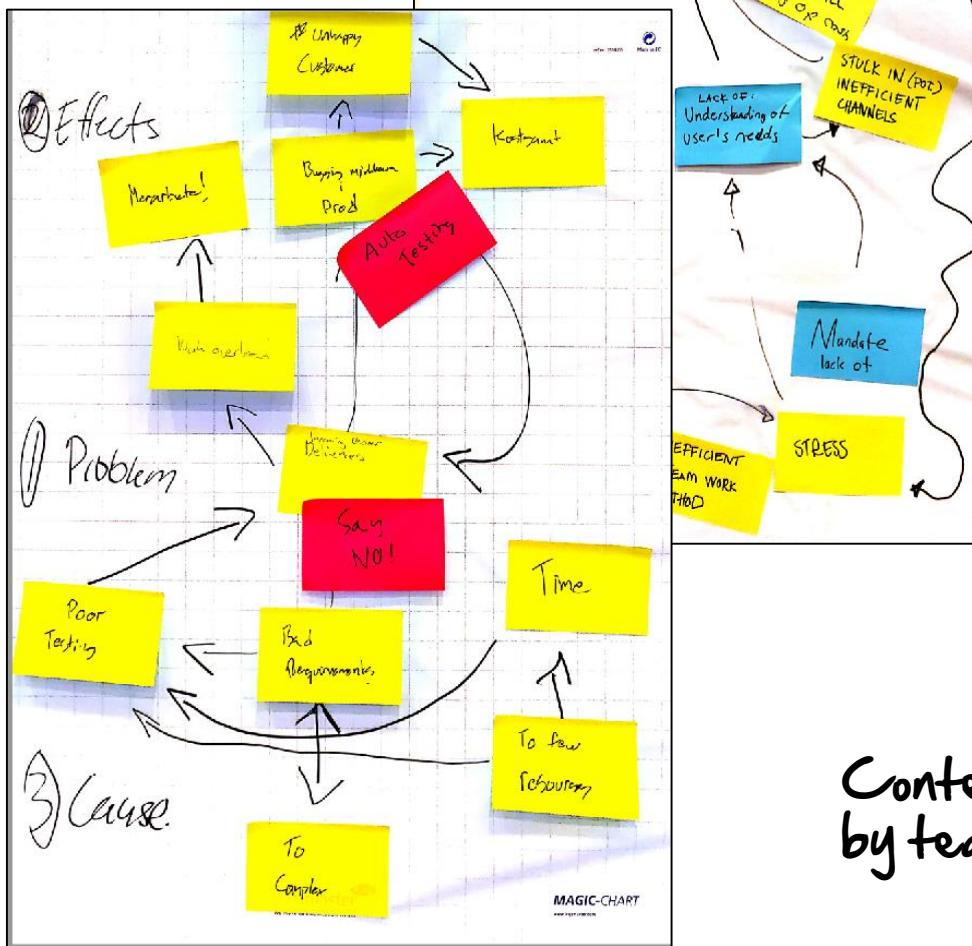
# PURPOSE

- ✿ LEARNING
- ✿ SHARED FOUNDATIONS
- ✿ IDEAS TO TRY

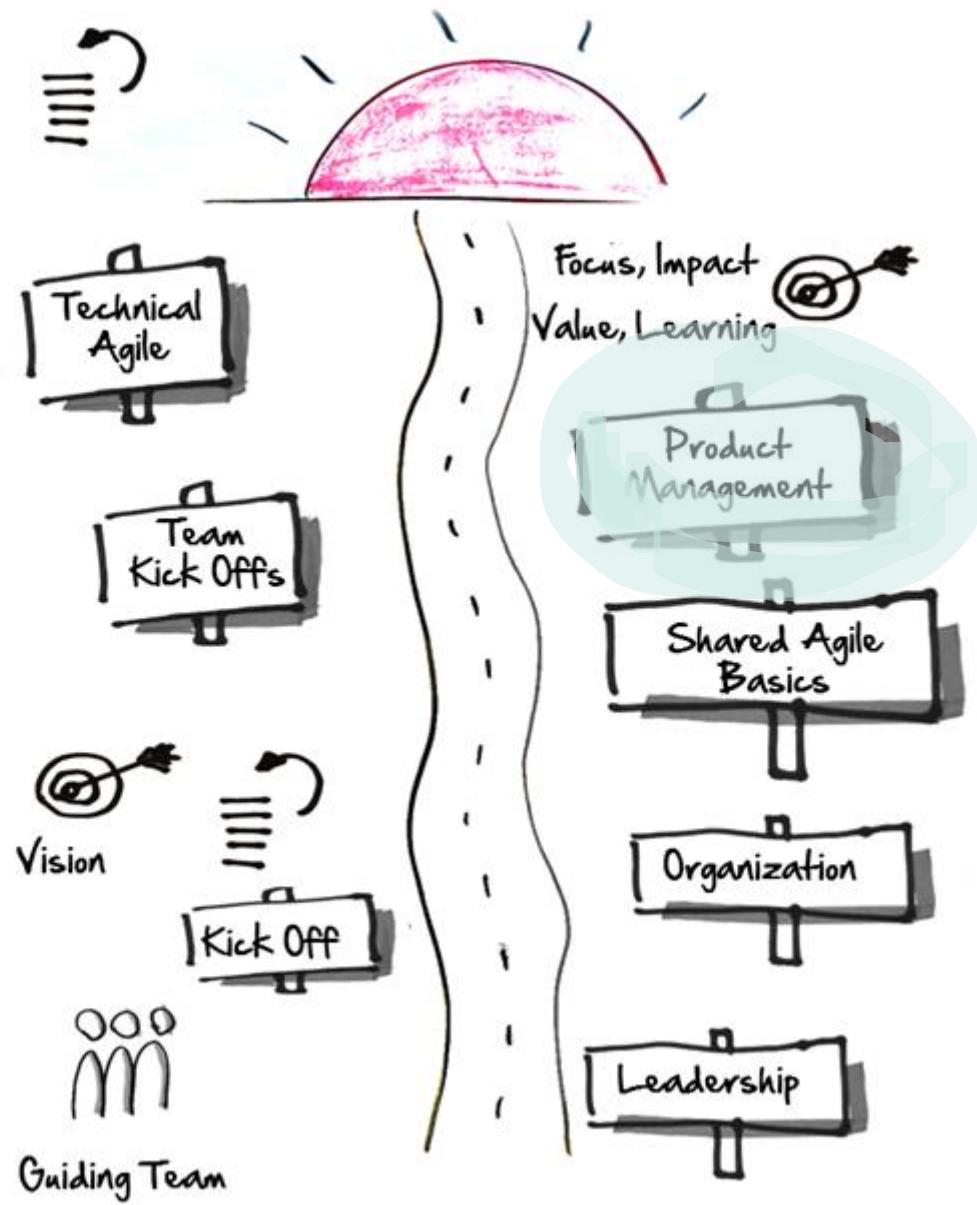




Team ideas to try after session ->  
decentralized transformation driven  
by motivated teams



Context dependent problem solving  
by teams → Real agility



Epics

Backlogs...

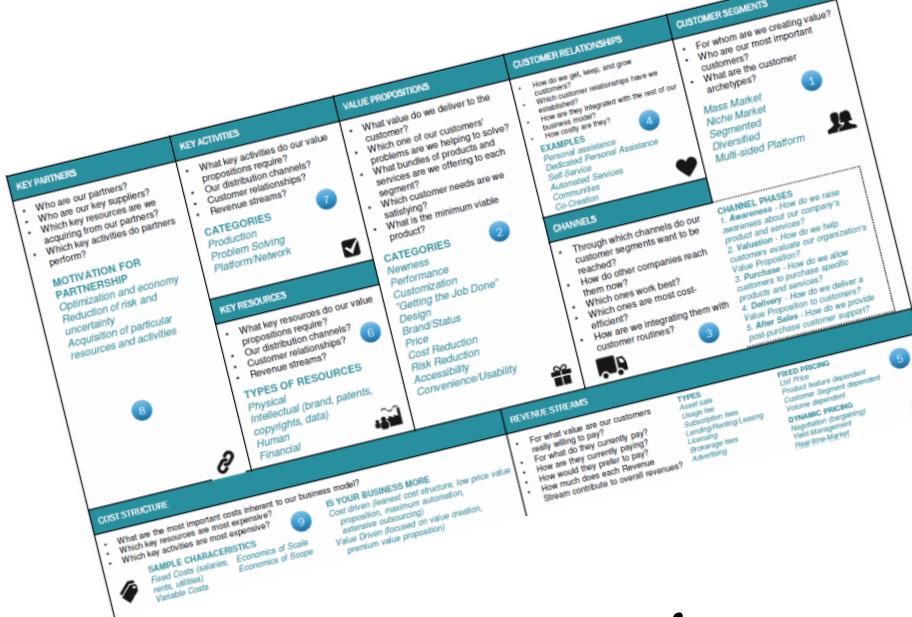
Stories

Features

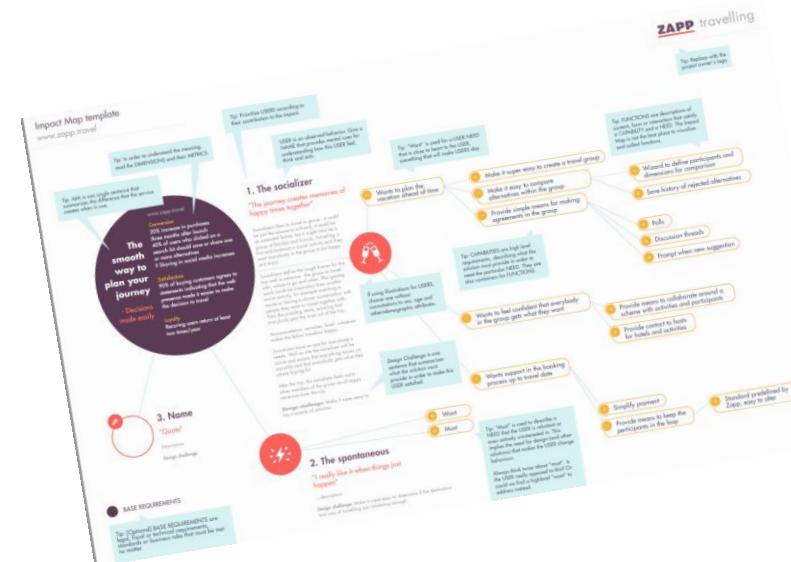
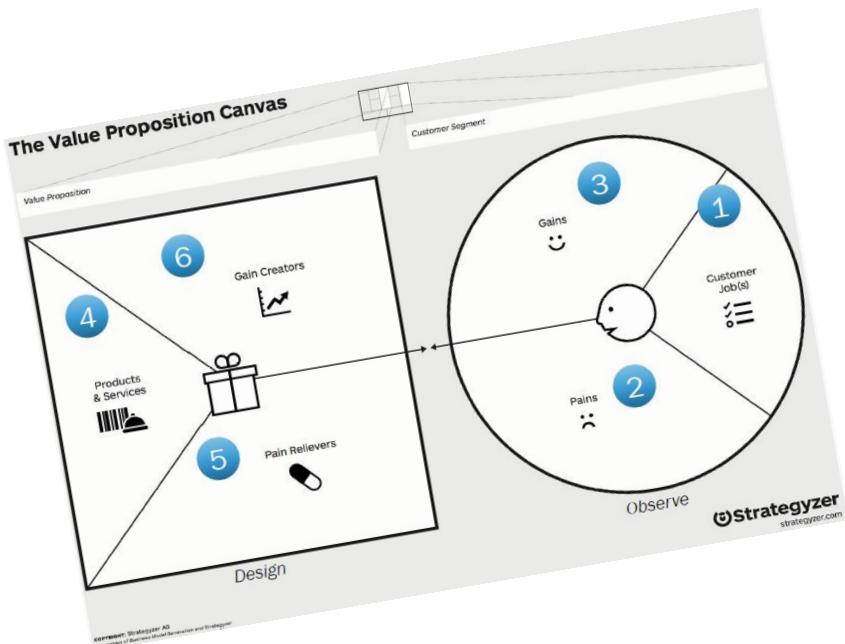


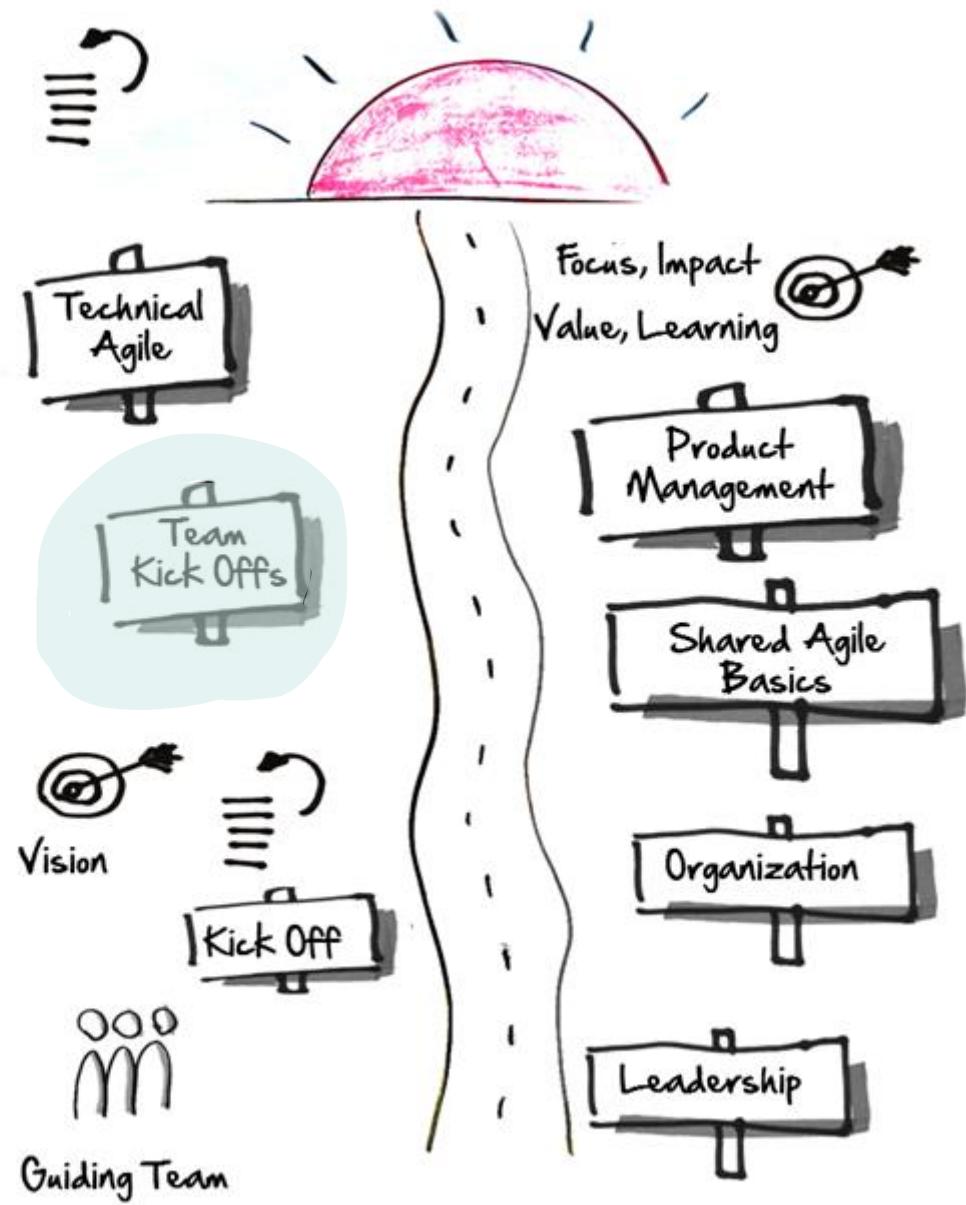
PO

Nobody wants your  
features, and they  
cannot be completed on  
time anyway



# Maximize value, on time, on budget





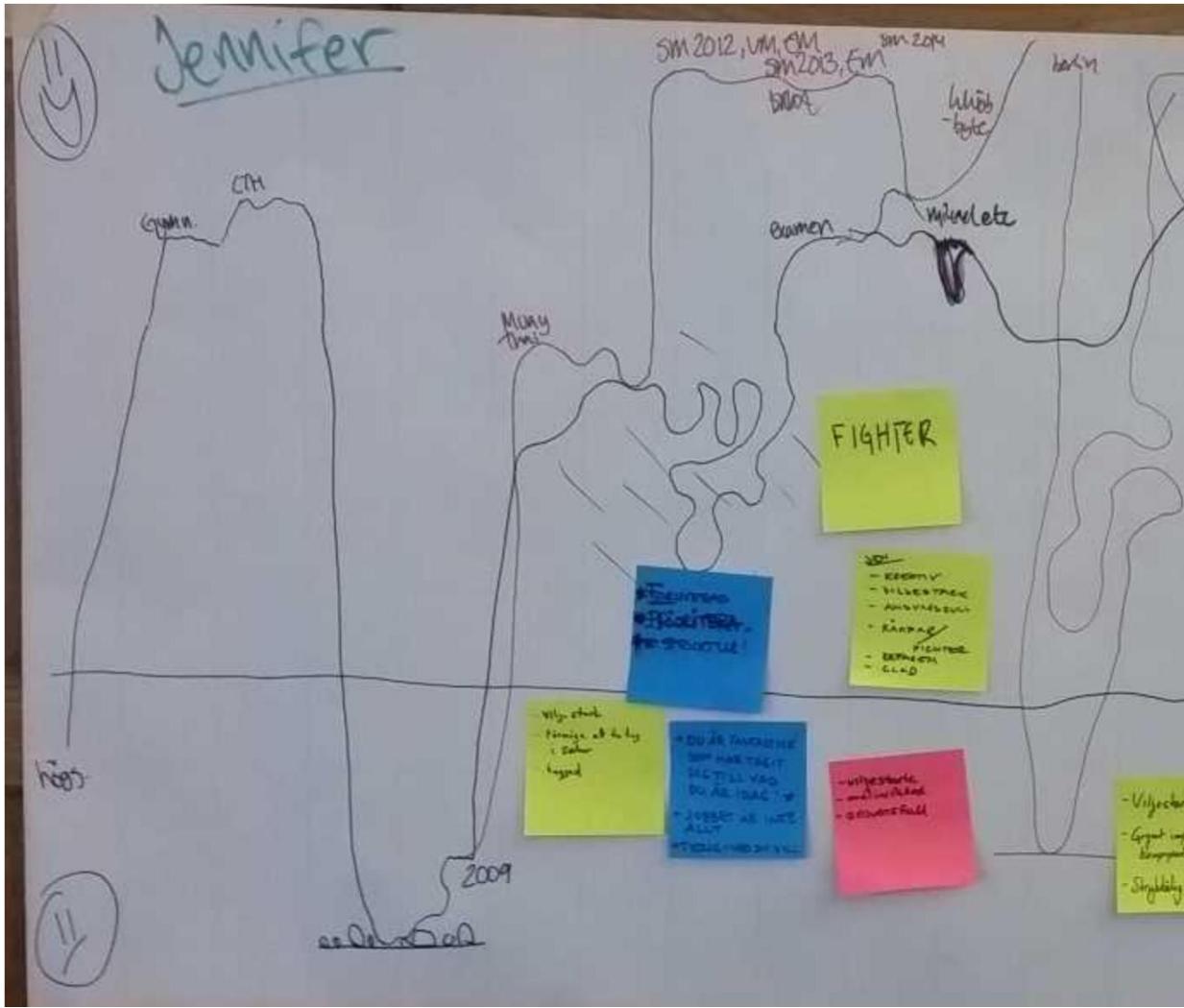
# Starting and Developing Agile Teams

A Facilitation Guide

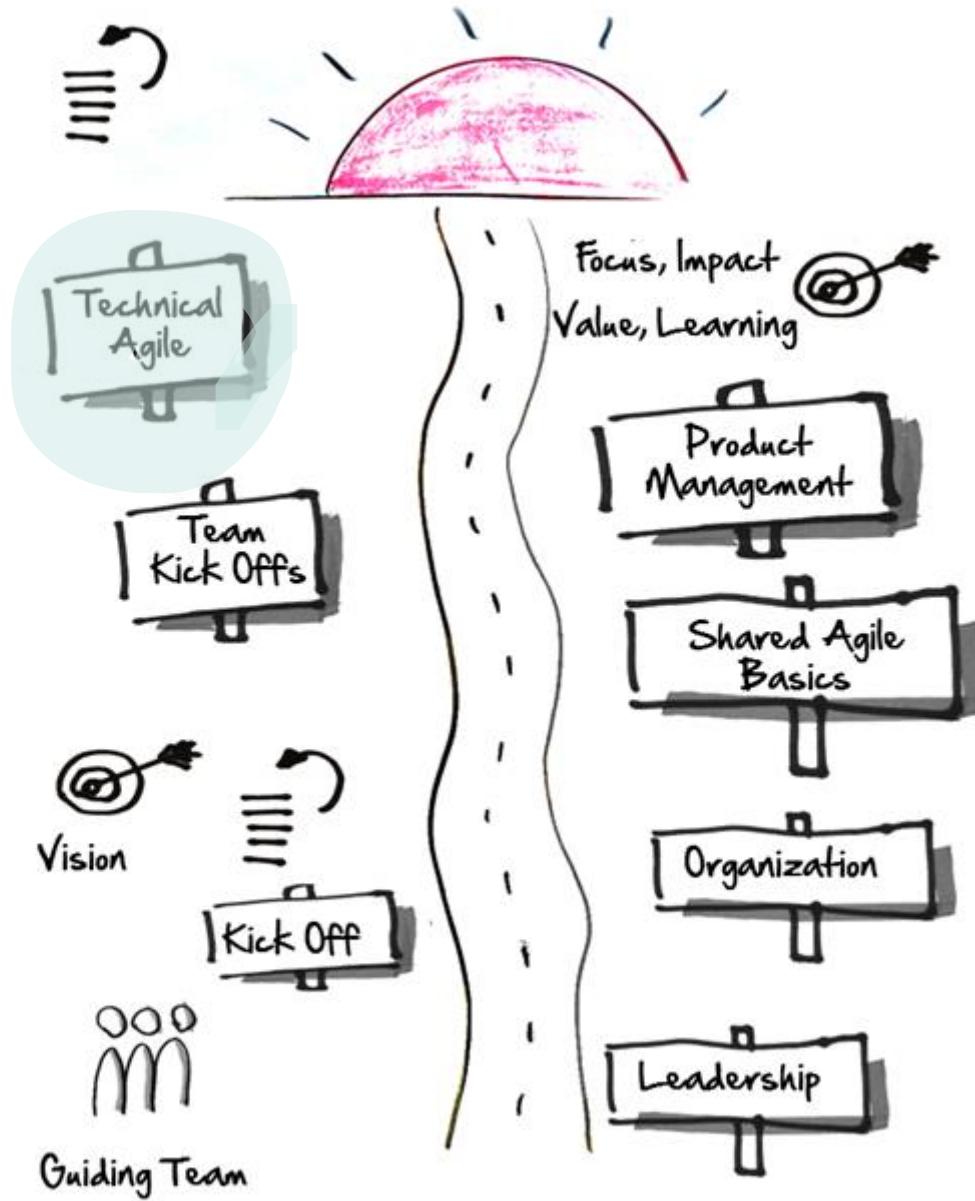
ProAgile

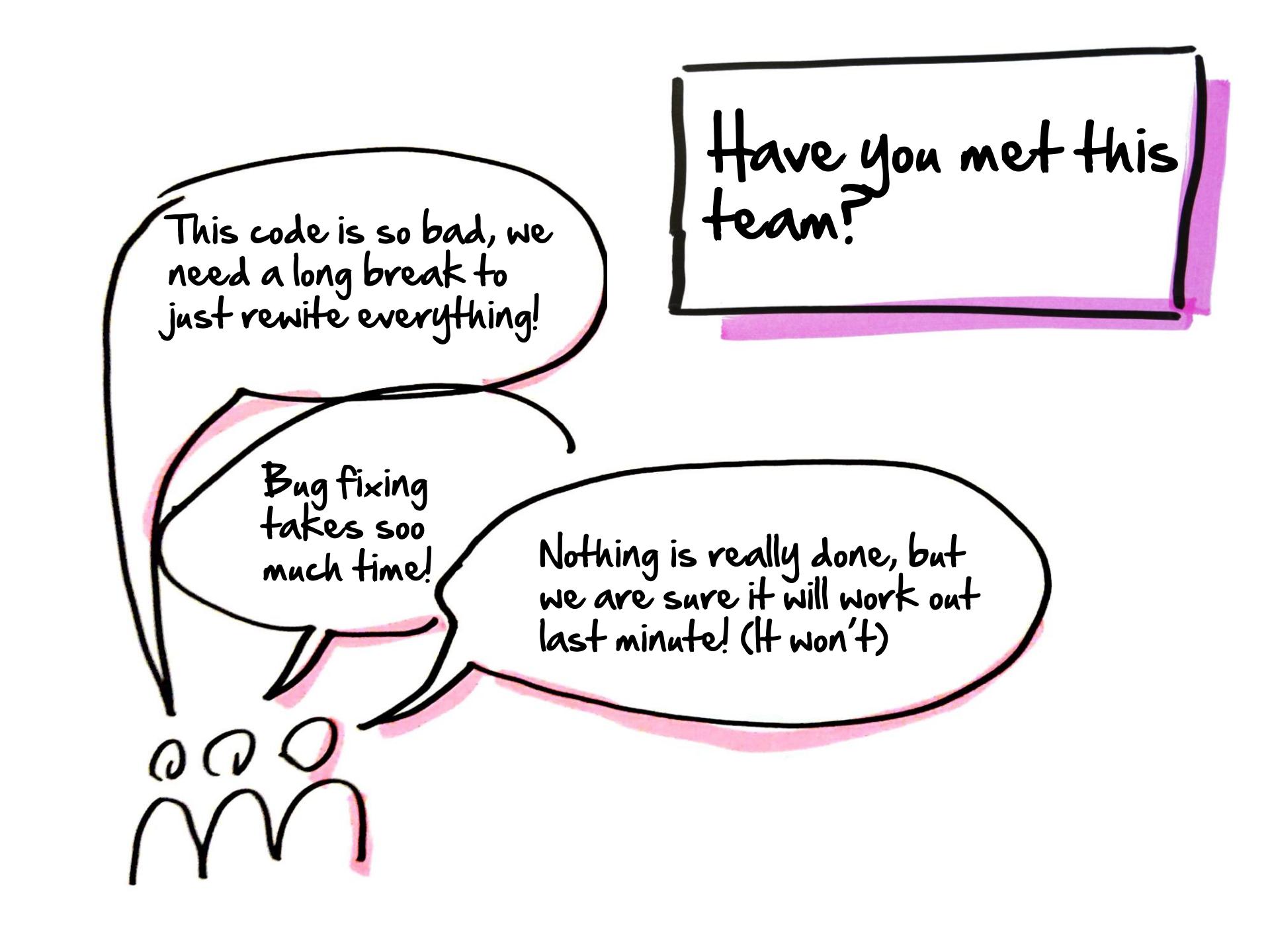
2018-12-10

For updates to this guide, visit [proagile.se/teams](http://proagile.se/teams)



# Journeylines





This code is so bad, we need a long break to just rewrite everything!

Bug fixing takes soo much time!

Nothing is really done, but we are sure it will work out last minute! (It won't)

Have you met this team?

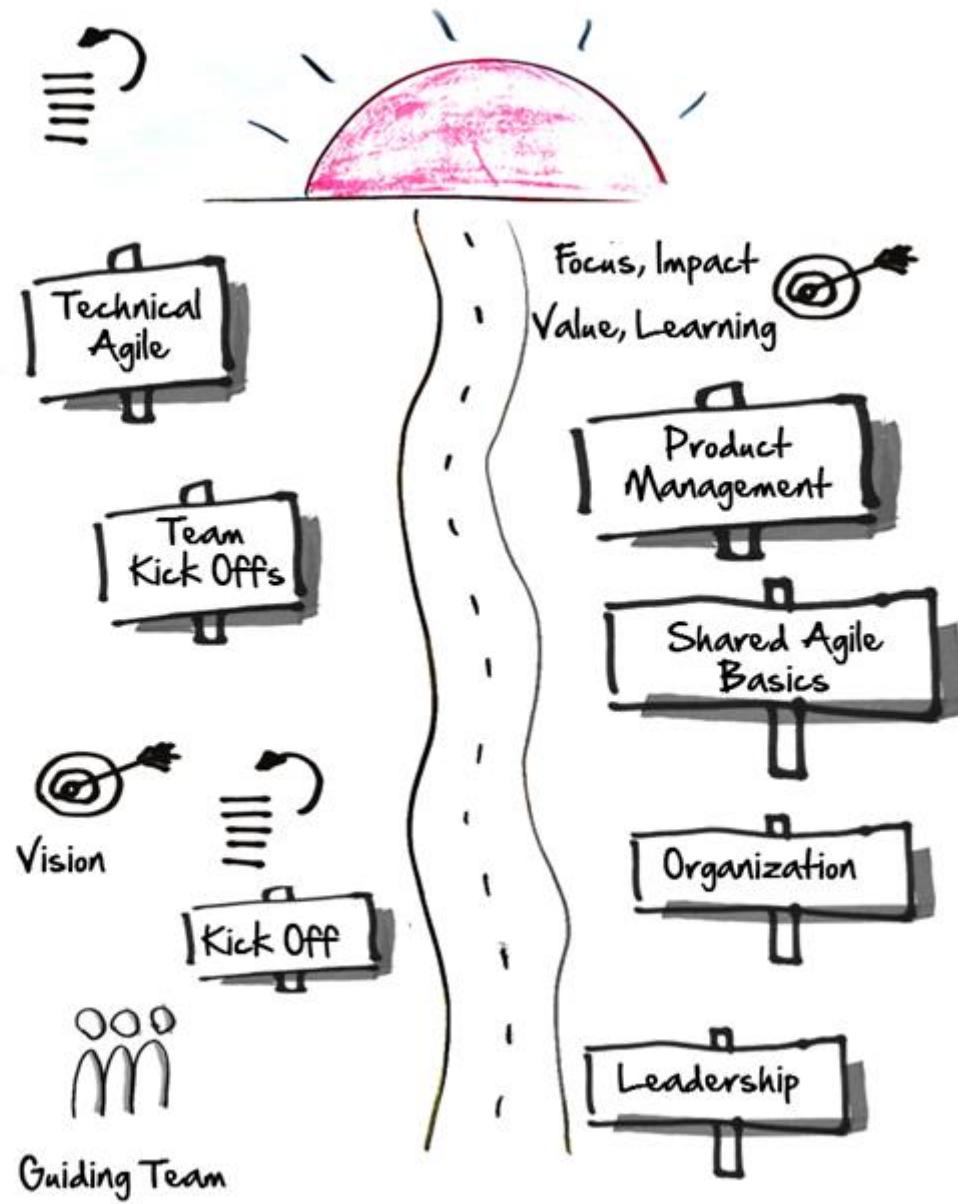
## Diagnosis

Get technical  
agile coaching

Inability to breaking functions down and delivering step by step

Inability to effectively work with test automation

Inability to get refactoring done as part of everyday work to avoid building technical debt

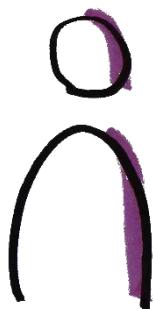


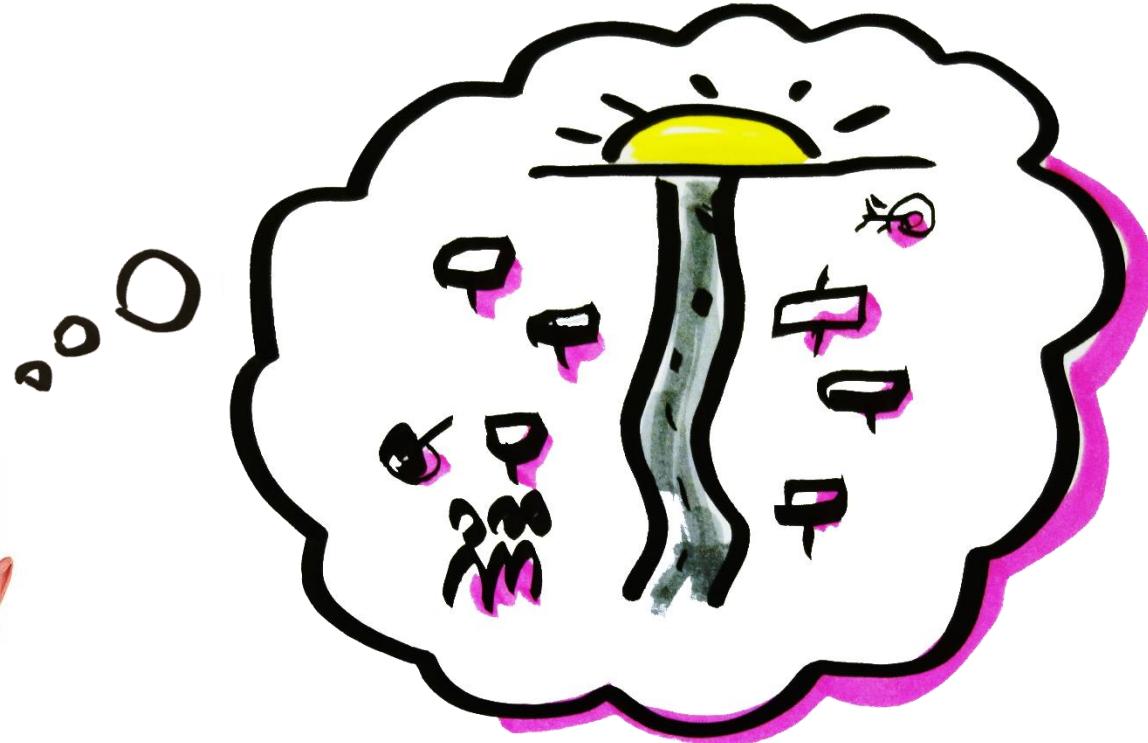
# What was interesting/useful

This...

That...

2 min





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ProAgile AB

[henrik.berglund@proagile.se](mailto:henrik.berglund@proagile.se)