

# KATA EXERCISE



# DEFINITION OF KATA

The systematic pursuit of desired conditions by utilizing human capabilities in a concerted way

Systematically improving the way of working towards a strategic aim by training new habits

# Exercise 1

- Roll a dice three times
- What is the sum?



Where you right?  
How does that make you feel?

# EXERCISE 2:

Which is the next number?

1 2 3 5 8 13 ?

1 2 3 5 8 13 21      Fibonacci

1 2 3 5 8 13 20      Scrum poker cards



# MINDFUCK

When you see it....

[CanItBeSaturdayNow.com](http://CanItBeSaturdayNow.com)

ALLT ÄR INTE SOM DU TRÖD

A thick, solid black horizontal bar that spans the width of the text above it, positioned below the phrase "ALLT ÄR INTE SOM DU TRÖD".

# FILLING IN THE BLANKS

Helpful in a number of cases

- Traffic

- Reading

- People

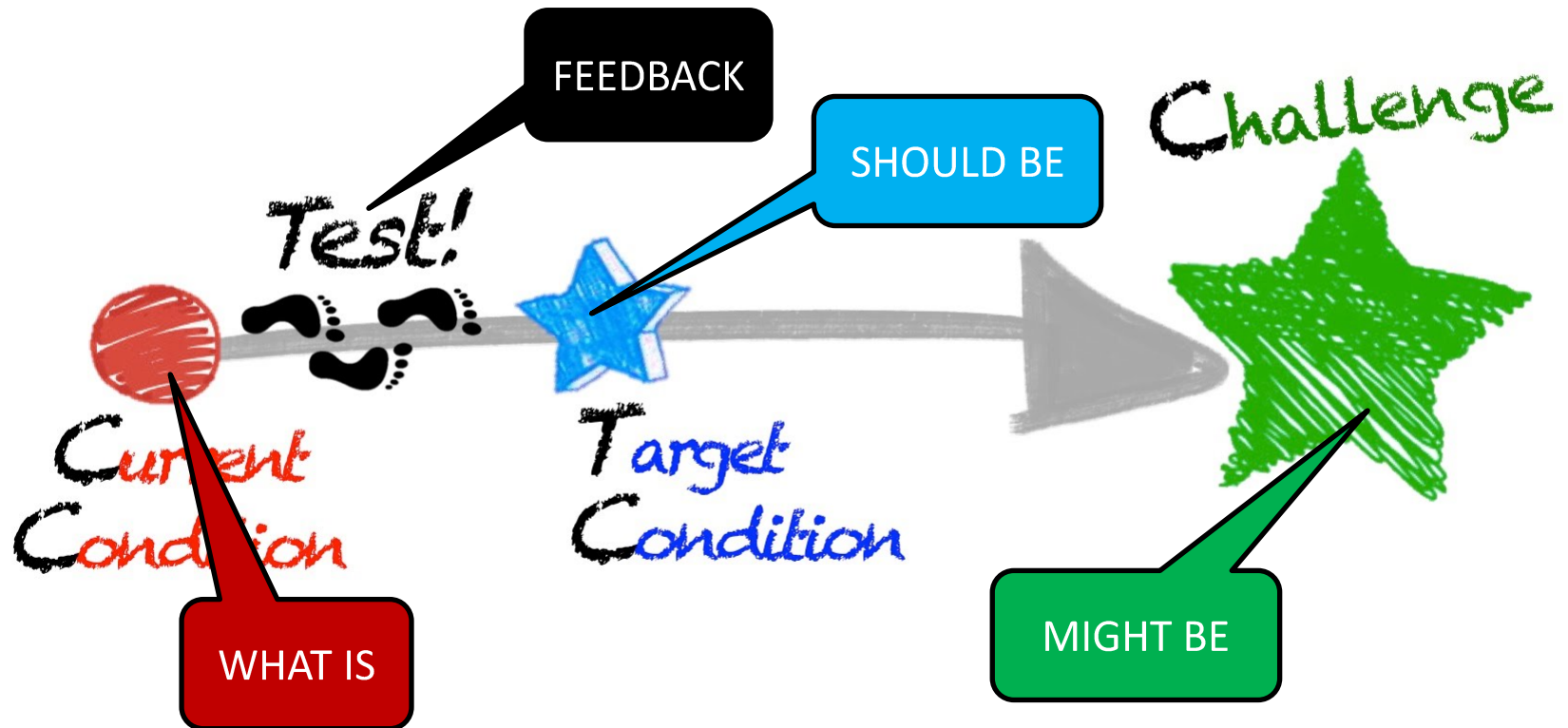
But obscures many of your assumptions







# THE IMPROVEMENT KATA



# TODAY

## PREPARATIONS:

Gather your team

Select a time keeper

Select a note taker

## RULES:

Pieces face down

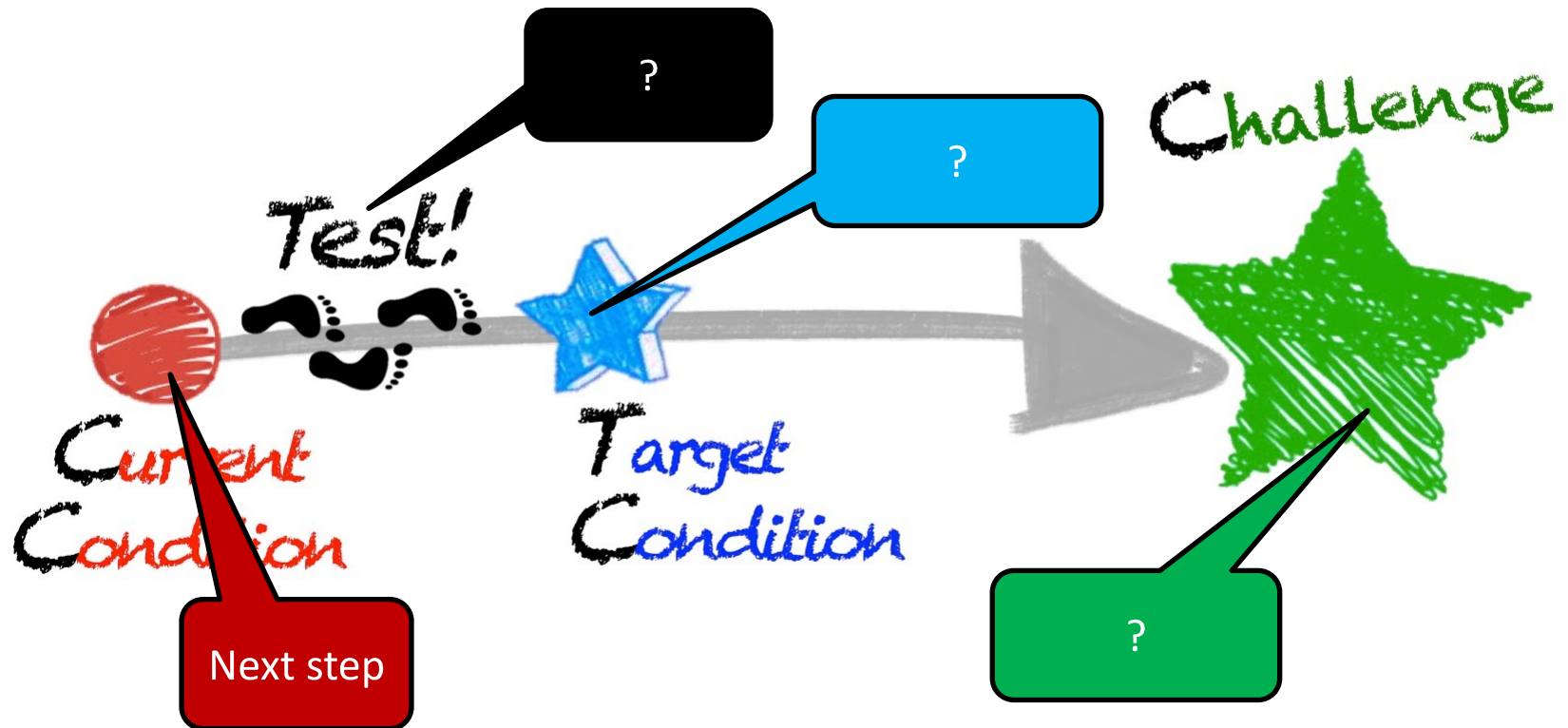
Shuffle the pieces

Start on my command

Complete the jigsaw

Note recorded time

# THE IMPROVEMENT KATA



Teamnamn: \_\_\_\_\_

**EXPERIMENTERA****Experiment 1**

Vad skall vi testa?

**Experiment 2**

Vad skall vi testa?

**Experiment 3**

Vad skall vi testa?

**Experiment 4**

Vad skall vi testa?

**Experiment 5**

Vad skall vi testa?

**Experiment 6**

Vad skall vi testa?

Utgångs-  
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Vad lärde vi oss ?

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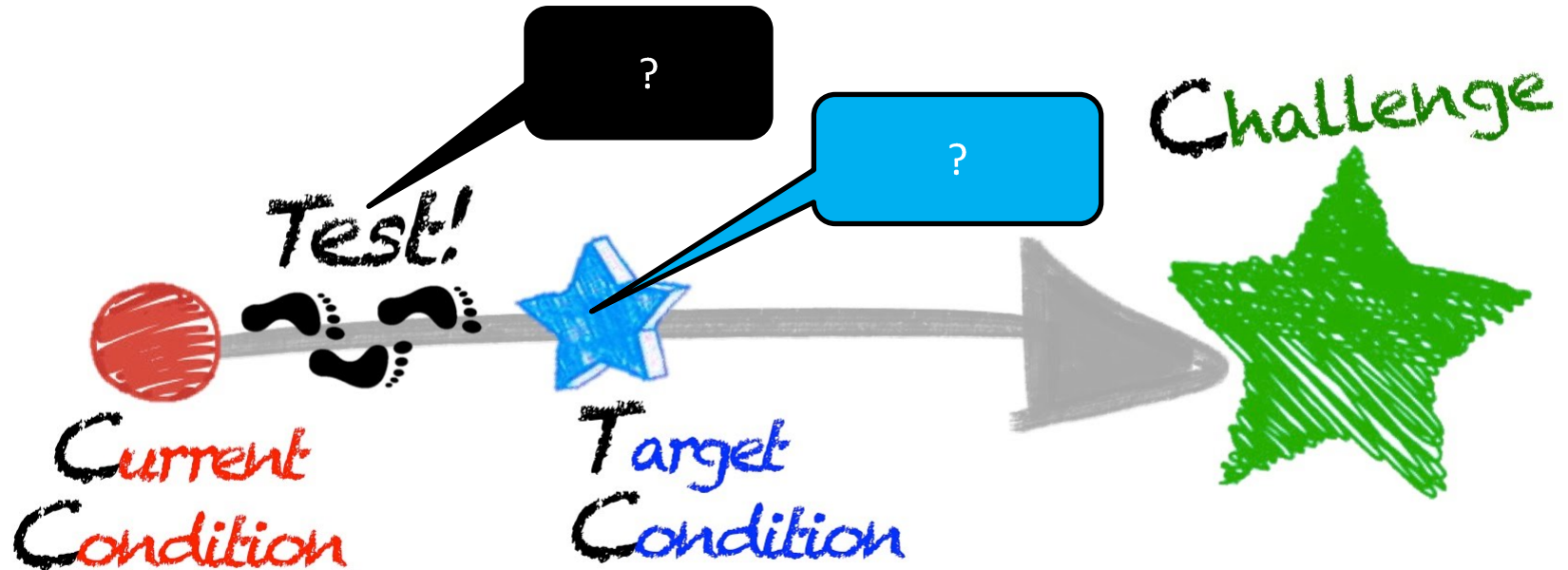
Vad lärde vi oss ?

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90 SECONDS

# THE IMPROVEMENT KATA



Teamnamn: \_\_\_\_\_

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Vad lärde vi oss ?

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Teamnamn:

**EXPERIMENTERA****Experiment 1****Experiment 2****Experiment 3****Experiment 4****Experiment 5****Experiment 6**

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Vad lärde vi oss ?

# REFLECTION

READ TEST DESCRIPTION

WHAT HAPPENED?

WHAT DID YOU LEARN?

WHICH ARE THE BARRIERS FOR SUCCESS?

DEFINE YOUR NEXT TEST

Teamnamn: \_\_\_\_\_

**EXPERIMENTERA****Experiment 1****Experiment 2****Experiment 3****Experiment 4****Experiment 5****Experiment 6**

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Vad lärde vi oss ?

Vad lärde vi oss ?

# EXPERIMENT 2

# 180

# EXPERIMENT 3

# 180

# EXPERIMENT 4

# 180

# EXPERIMENT 5

# 180

# EXPERIMENT 6

# 180



feedback

/'fi:dbak/

*noun*

1. information about reactions to a product, a person's performance of a task, etc. which is used as a basis for improvement.
2. the modification or control of a process or system by its results or effects, for example in a biochemical pathway or behavioural response.

# KEY PERFORMANCE INDICES FOR PROCESSES

Key performance indicators

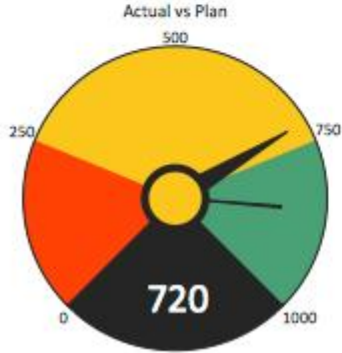
Cost per order



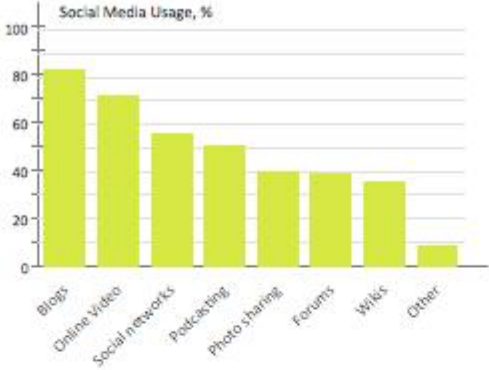
Clicks from Sales Follow-Up Emails



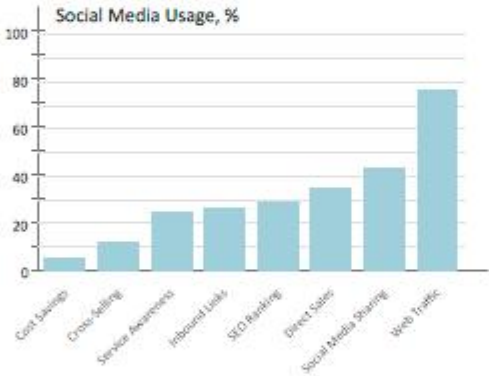
Sales Growth



Social Media Usage



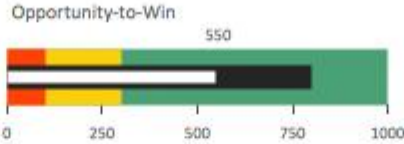
Usage Rate of Marketing Collateral



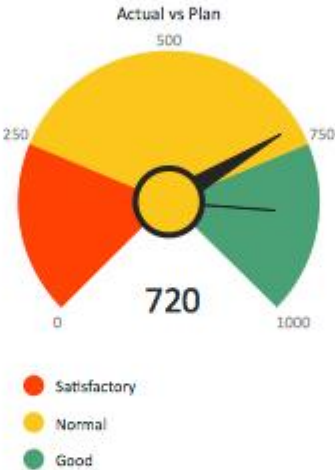
Rate of Follow Up Contact



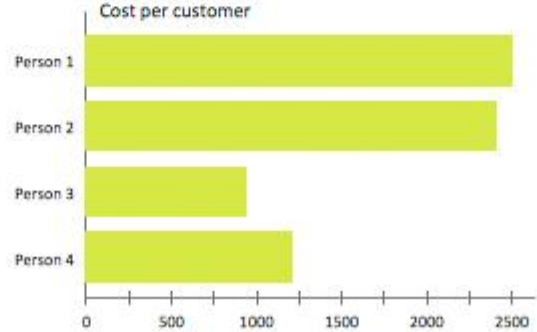
Sales Target



Actual vs Plan



Cost per customer



Average Purchase Value



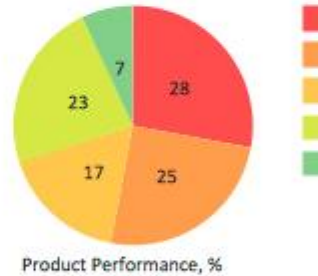
Quote to Close Ratio, Opportunity-to-Win Ratio, Sales Ratio

Depending on the current value the indicator displays different shapes and colors



Quick Ratio Target: 1,00 or higher

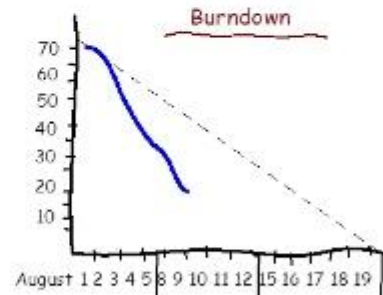
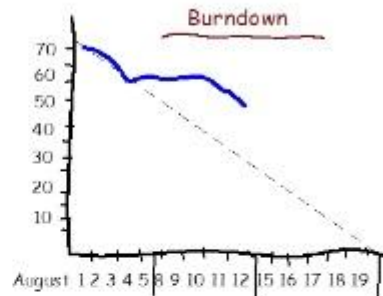
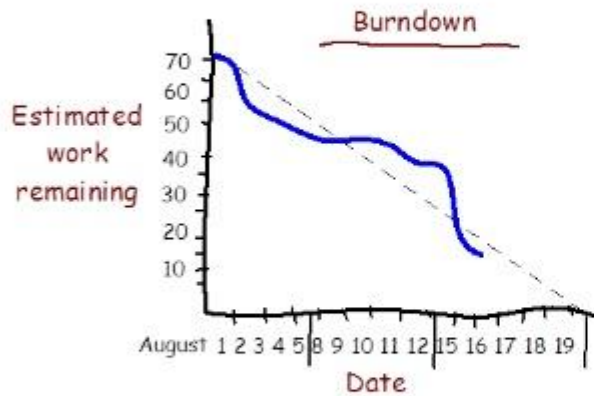
Product Performance



Lead



# Burn down/up chart



Development  
DoD  
Good estimates  
What counts?

# Velocity

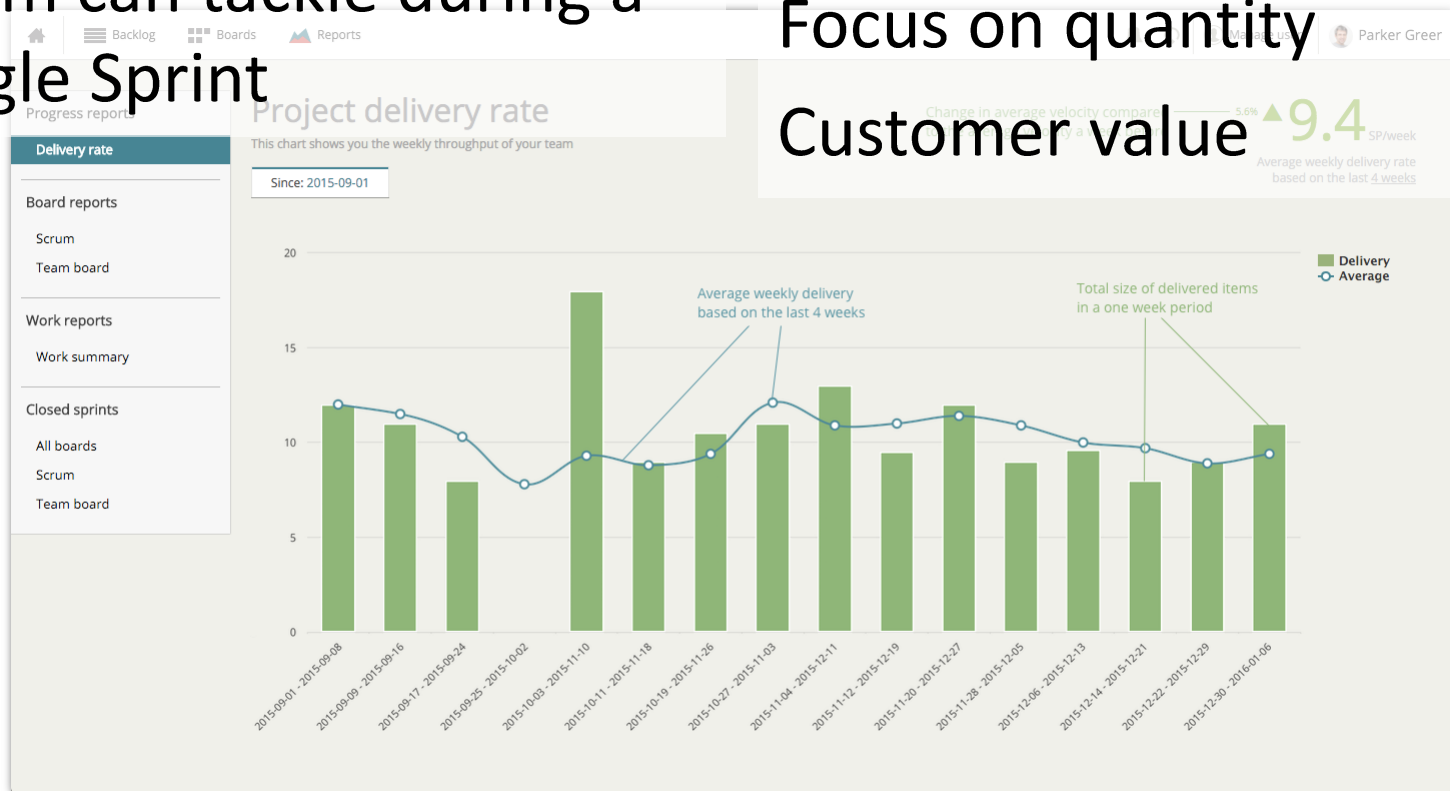
Velocity is a measure of the amount of work a Team can tackle during a single Sprint

Good estimates

DoD

Focus on quantity

Customer value



# Defect count

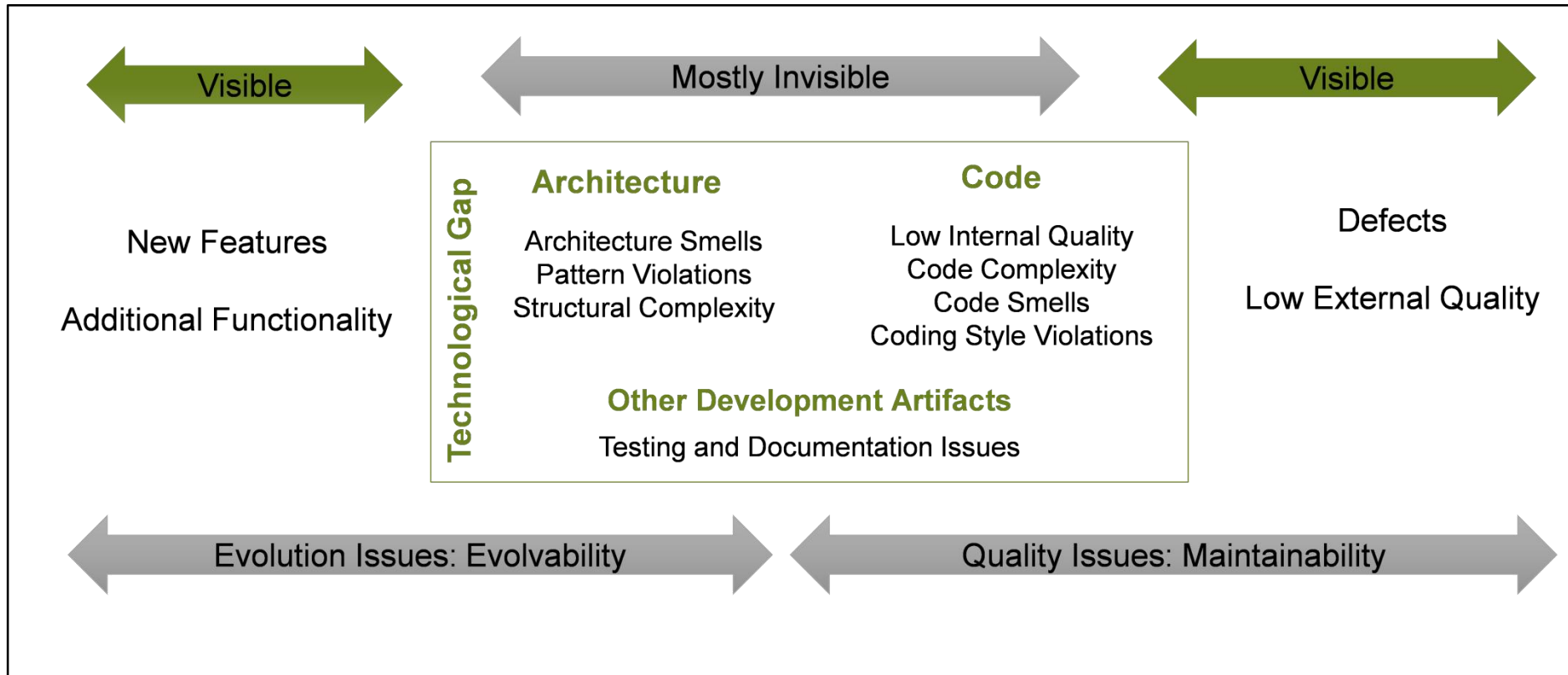
- Focus on quality
- Customer value
- Definition of defect
- Reporting defects
- More or less defects?
- More on quality and testing on Friday

# Happiness People Measurement





# Technical debt





# NET PROMOTER SCORE

- Measure customer loyalty
  - Retention
  - Activation
- Motivate and empower employees

# D2

Three KPIs to monitor  
your process

Mar 31 @ 17.00 CET

Document  
what – why – how  
in your repo



# REFLECTION

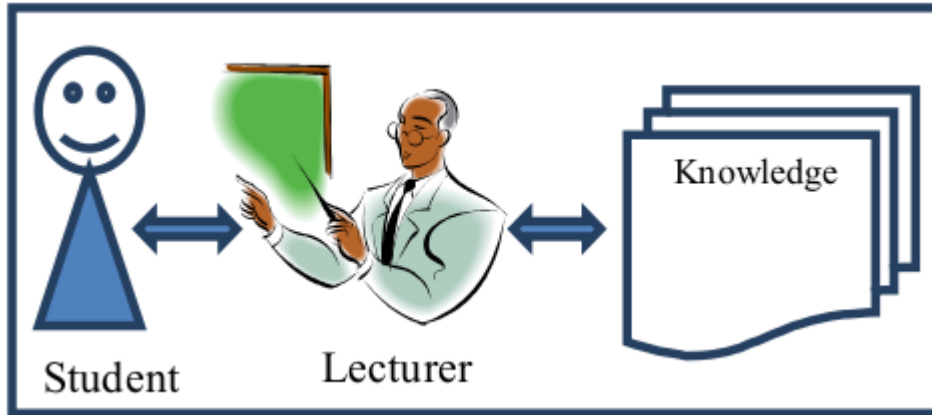
Which learning objectives were covered?

What was the relationship to the assessment?

What was good?

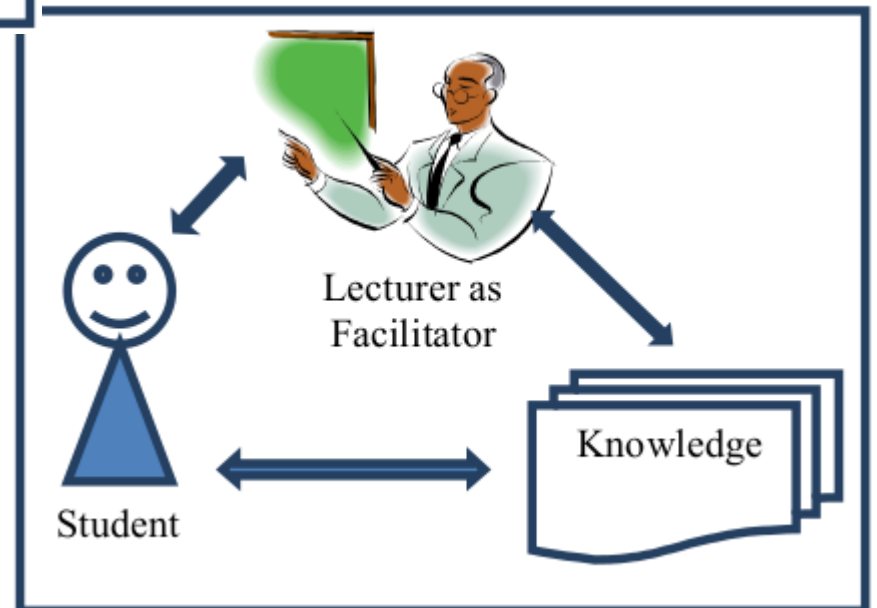
What can be improved and how?

# IMPACT ON EDUCATION



The teacher as authority

The teacher as coach



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