



LEADERSHIP SKILLS FOR PRODUCT LEADER

Art of Storytelling Presentation

Presented By: Asit Piri

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“Culture Eats Strategy for Breakfast!”

- Peter Drucker



WHO I AM?

My name is Asit Piri.

Professionally:

Creative Problem Solver

Designer

Product Maker

Personally:

Son

Brother

Husband

Father

I love doing:

- I enjoy reading books and always looking for opportunities to strengthen my core skills & values.
- I take care my body and mind coordination seriously to being productive and healthy.
- Spend time with Gen Z to understand the needs and aspirations of our next generation user.
- Watching people and nature and learning from the environment and society continuously.
- Returning back to society and the community through exchanging information and volunteering.



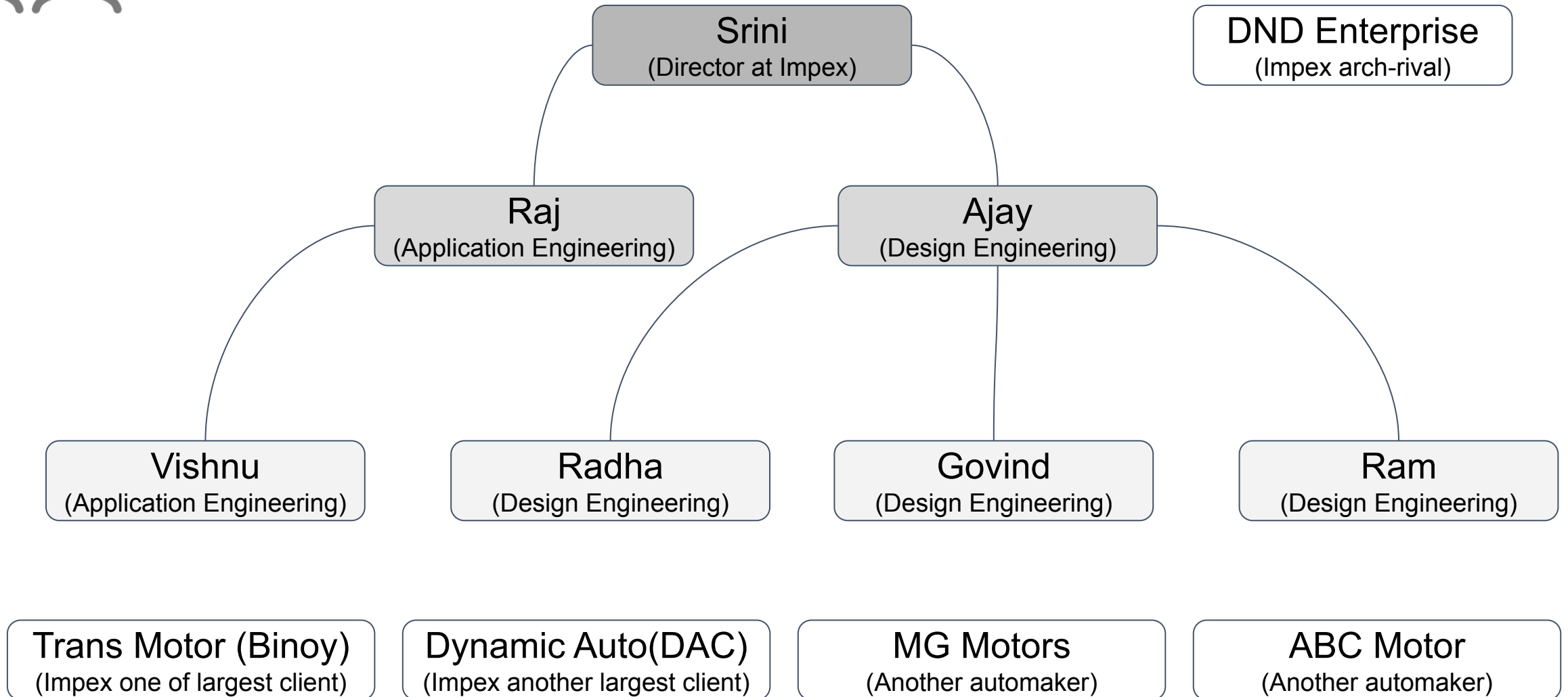
PROBLEM STATEMENT

How might we retain the client “Trans Motors” and help our organization “Impex” to become more customer centric and collaborative so that Impex will not lose clients in future.

As Vishnu I will choose **Srini**, director of Application Engineering & Design Engineering as my party.



PEOPLE AND ORGANIZATIONS





PREVIOUS FINDINGS

Early Sep'2012

Trans Motor Place provisional order of 1 million Globe Box to Impex.

15th Sep'2012

Trans Motor reported an issue with sample Globe Box Latch to Impex.

16th Sep'2012

Impex AE team simulate the issue not able to detect the issue.

22nd Sep'2012

Impex AE team (Vishnu) simulate the issue on Situ and defect reproduce.

23rd Sep'2012

Impex DE team (Raj) change the issue ticket severity to Cosmetic, stating who will open the glove box lead 500 times on a day..

24th Sep'2012

Binoy from Trans Motor inform Vishnu, order will cancel if issue not fix on earliest.

30th Sep'2012

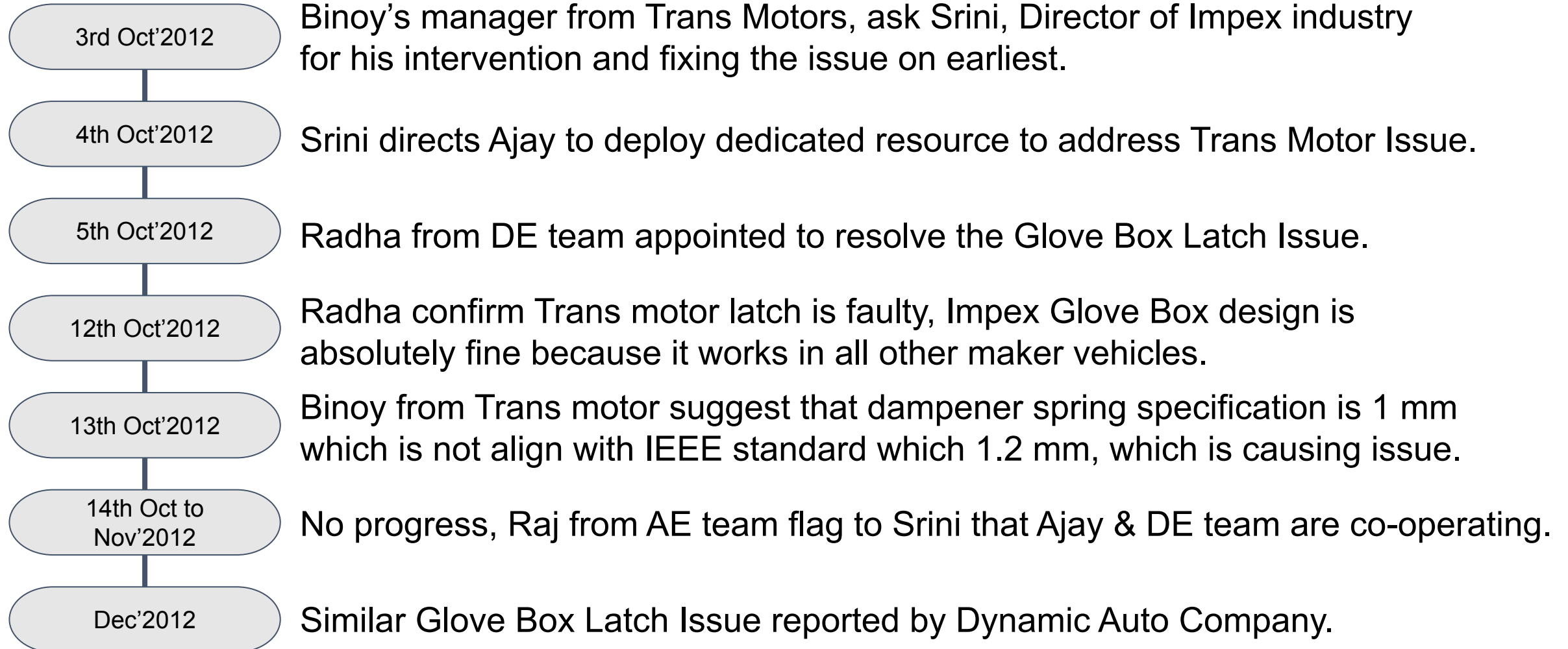
Ajay, DE Manager prioritise work on DAC 10 million unit order.

1st Oct'2012

Binoy from Trans Motor escalate the issue to Vishnu Manager Ajay for quick resolution



PREVIOUS FINDINGS (CONT...)





PREVIOUS FINDINGS (CONT...)

Jan'2013

AE team, still struggling and DE is not making any headway. Though the Glove Box has issue with Thans Motor & Dynamic Auto but fitted in vehicle from MG Motor & ABC Motor Flawlessly.

Feb'2013

Vishnu finally approach Ram from DE team and asked him to change dampener spring diameter specification from 1 mm to 1.2 mm and run the performance simulation and problem is resolved.

1st Mar'2013

Instead of appreciating his work, Ajay into Vishnu workplace and explodes, "How dare you change the spring specs without my permission.

2nd Mar'2013

Much sadness in his voice Binoy from Trans Motor informs Vishnu the his management asked him to convey to Impax that they couldn't afford to wait any longer and have in principle decided to cancel the one million glove box order to Impax and they are awarding the contract to Impex's arch-rival competitor DND Enterprises.



ROADBLOCKS

Lack of sense of urgency
from Design Engineering
Team (Ajay, Radha)

Slow decision making from
leadership team (Srini,
Ajay & Raj)

Lack of persuasive skill
from Application
Engineering Team (Raj &
Vishnu)

Lack of team collaboration
& personal ego from
Design Engineering team
(Ajay & Radha)



OUR GOALS

Short Term (Tactics)

Improve the relationship
with Trans Motor and
retain.

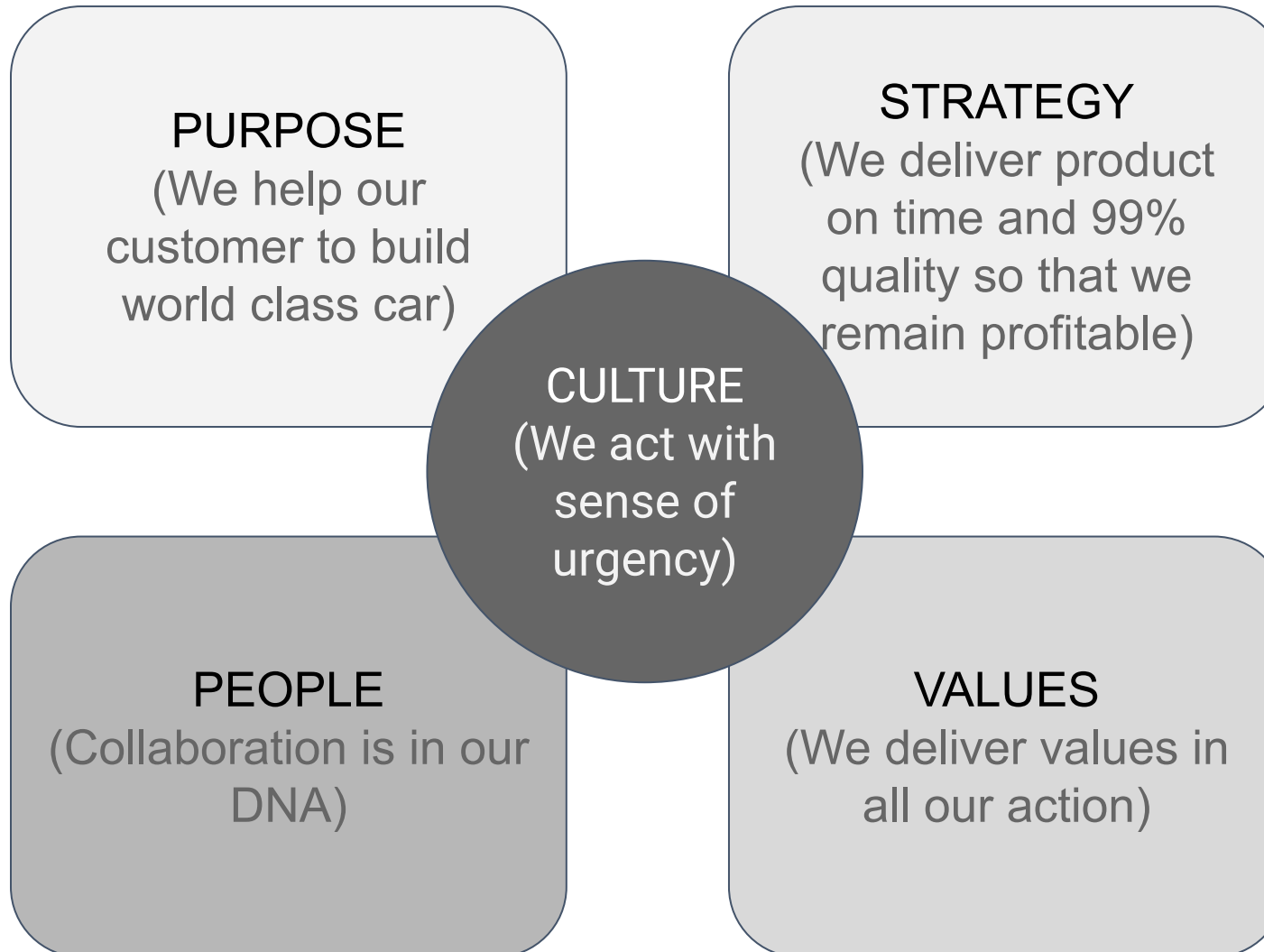
Long Term (Strategy)

Collaborate with his
leadership team to foster
**Customer Centric &
Sense of Urgency
Culture** in his
organization.

Improve **Collaboration**
among various department
to serve the customer on
time.



OUR APPROACH





THANK YOU!



<https://asitpiri.dev/>



QUESTIONS?