

KATA EXERCISE



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

REFLECTION

WHAT IS

WHAT MIGHT OR SHOULD BE

FEEDBACK

EXERCISE 2

WHAT COMES NEXT?

1	3	5
2	4	?



REFLECTION

WHAT IS

WHAT MIGHT OR SHOULD BE

FEEDBACK

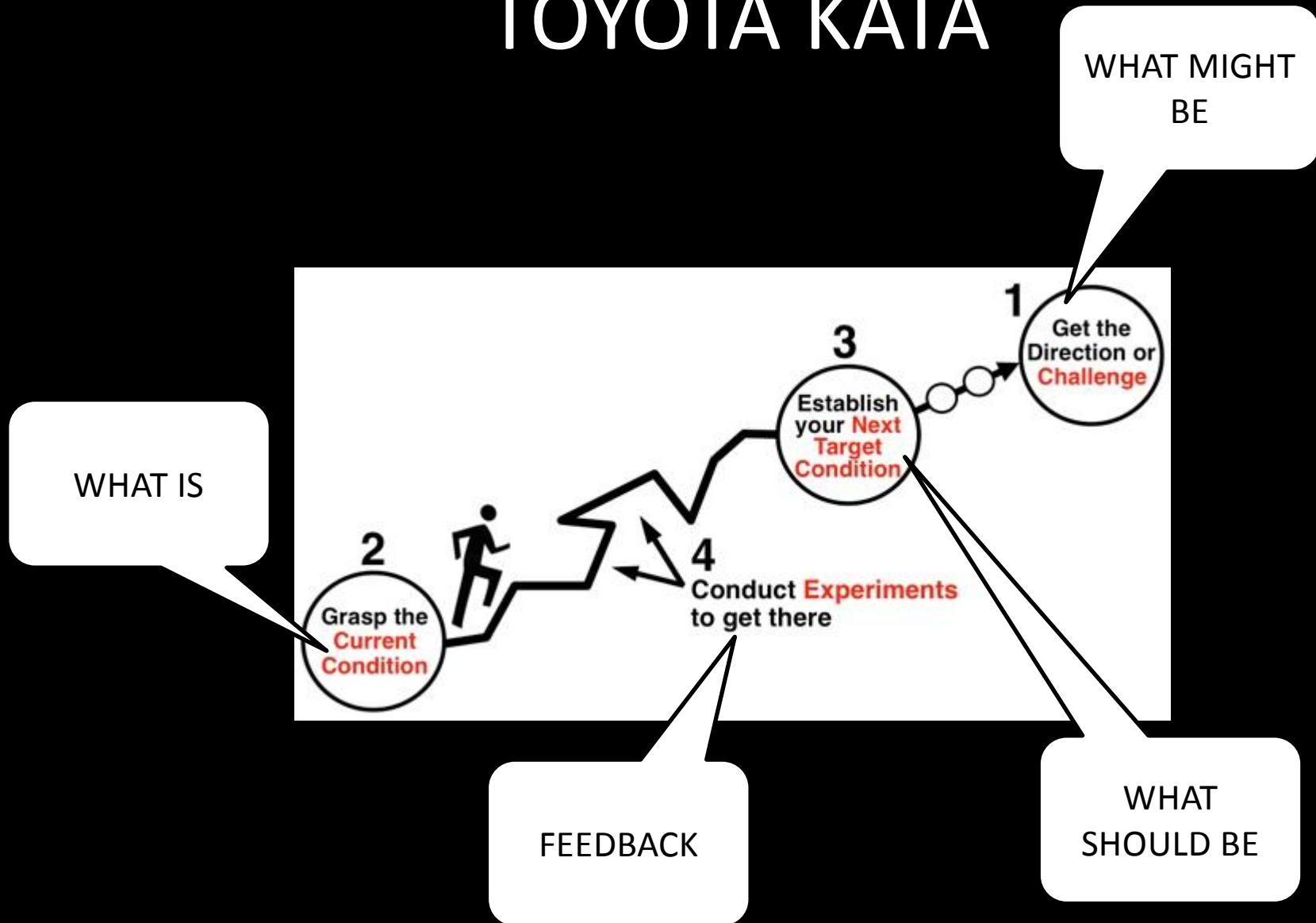
PRACTICE

PRACTICE
MAKES
PERFECT

The pursuit of excellence is
gratifying and healthy.
The pursuit of perfection is
frustrating, neurotic and a
terrible waste of time.

ASS U ME

TOYOTA KATA



DOING THE KATA

PREPS

- Gather your team
- Select a time keeper
- Select a note taker

RULES

- Place pieces face down
- Shuffle the pieces
- Don't start until I say so
- Complete the jigsaw
- Note recorded time

DOING THE KATA

WHAT
SHOULD BE

WHAT MIGHT
BE

WHAT IS

Teamnamn:

www.revere.se/kata.htm katatogrow.com

EXPERIMENTERA

	Experiment 1	Experiment 2	Experiment 3	Experiment 4	Experiment 5	Experiment 6
Vad skall vi testa?	Vad skall vi testa?	Vad skall vi testa?	Vad skall vi testa?	Vad skall vi testa?	Vad skall vi testa?	Vad skall vi testa?
•	•	•	•	•	•	•
•	•	•	•	•	•	•
•	•	•	•	•	•	•
gångs- läge						
resultat	resultat	resultat	resultat	resultat	resultat	resultat
50	50	50	50	50	50	50
45	45	45	45	45	45	45
40	40	40	40	40	40	40
35	35	35	35	35	35	35
30	30	30	30	30	30	30
25	25	25	25	25	25	25
20	20	20	20	20	20	20
15	15	15	15	15	15	15
10	10	10	10	10	10	10
5	5	5	5	5	5	5
Vad lärde vi oss ?	Vad lärde vi oss ?	Vad lärde vi oss ?	Vad lärde vi oss ?	Vad lärde vi oss ?	Vad lärde vi oss ?	Vad lärde vi oss ?
•	•	•	•	•	•	•
•	•	•	•	•	•	•

180 SECONDS

PLAN – WHAT SHOULD BE

ACT – CONDUCT EXPERIMENT

REFLECT – FEEDBACK

DO IT!

I REMEMBER PUZZLING
WITH MY MOM.
NOW I DO IT
WITH MY KIDS.



DOING THE KATA

FEEDBACK

WHAT SHOULD BE

WHAT MIGHT BE

WHAT IS

FEEDBACK

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resultat	resultat	resultat	resultat	resultat	resultat
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DO IT AGAIN!

I REMEMBER PUZZLING
WITH MY MOM.
NOW I DO IT
WITH MY KIDS.



DO IT AGAIN & AGAIN!



I REMEMBER PUZZLING
WITH MY MOM.
NOW I DO IT
WITH MY KIDS.

STRIKE FOUR!

I REMEMBER PUZZLING
WITH MY MOM.
NOW I DO IT
WITH MY KIDS.



FIFTH EXPERIMENT

I REMEMBER PUZZLING
WITH MY MOM.
NOW I DO IT
WITH MY KIDS.



LAST TIME!

I REMEMBER PUZZLING
WITH MY MOM.
NOW I DO IT
WITH MY KIDS.



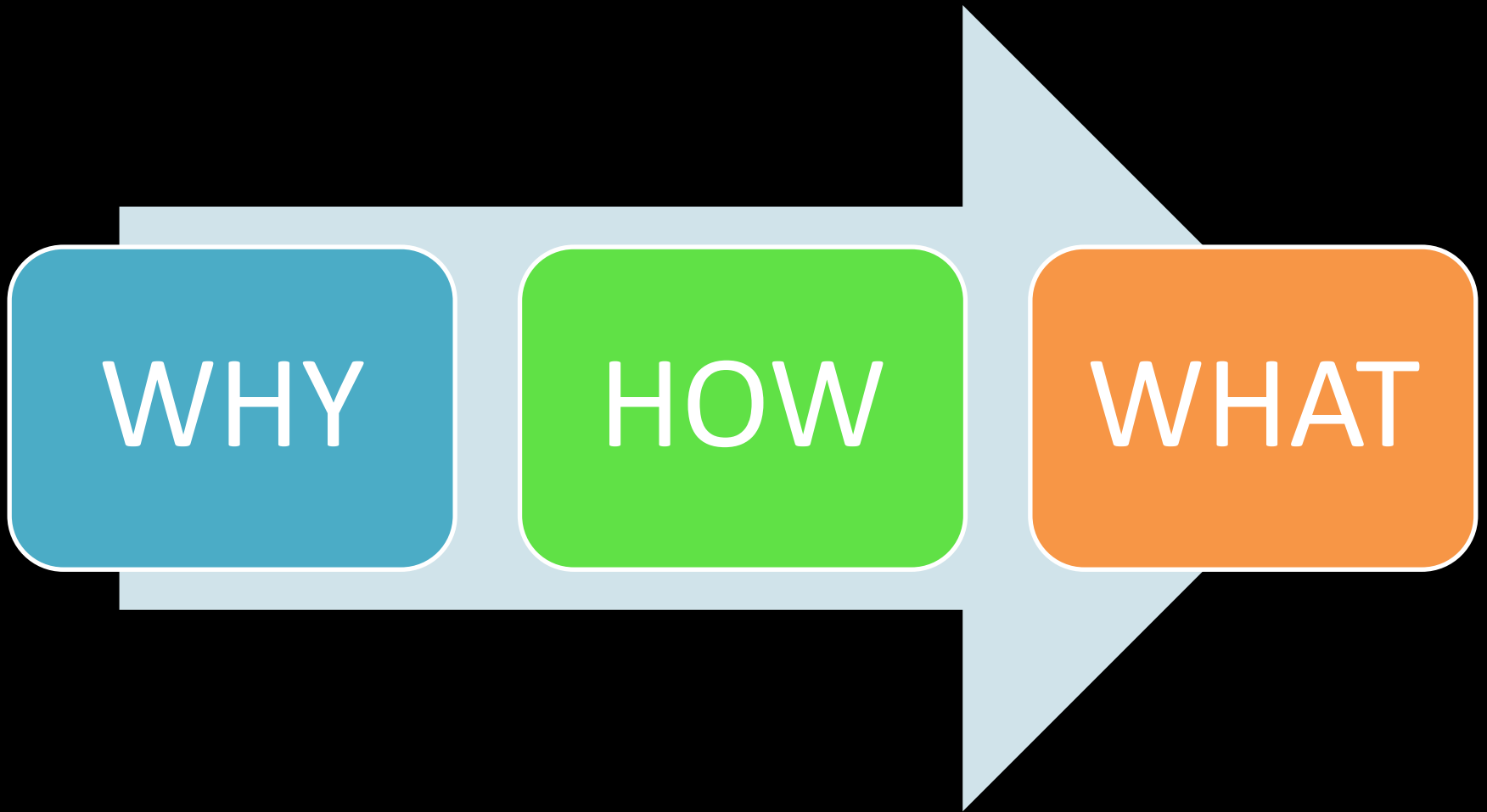
REFLECTION

WHAT IS

WHAT MIGHT OR SHOULD BE

FEEDBACK

GETTING IT DONE



KEY PERFORMANCE INDECESES

Key performance indicators

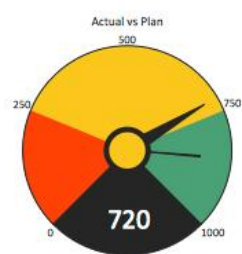
Cost per order



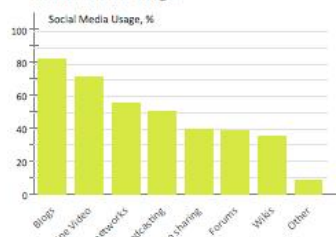
Clicks from Sales Follow-Up Emails



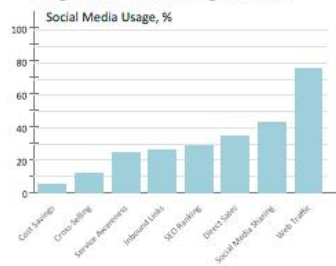
Sales Growth



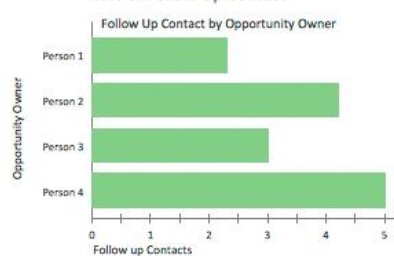
Social Media Usage



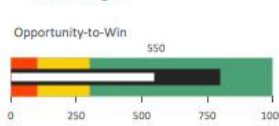
Usage Rate of Marketing Collateral



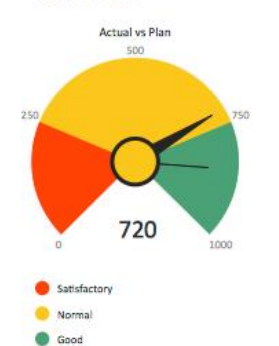
Rate of Follow Up Contact



Sales Target



Actual vs Plan



Average Purchase Value

\$70.92

Compared to \$44.9 last month

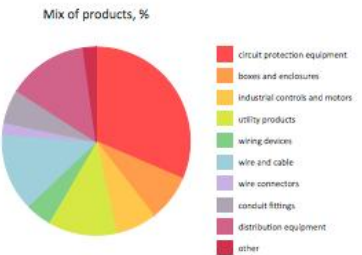
Quote to Close Ratio, Opportunity-to-Win Ratio, Sales Ratio

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

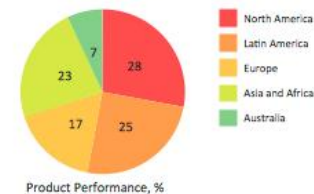
0.9 : 1

Quick Ratio Target: 1,00 or higher

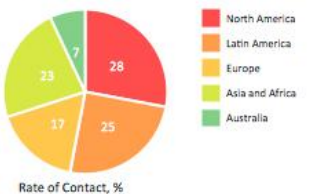
Product mix



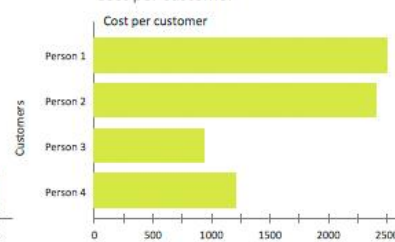
Product Performance



Rate of Contact



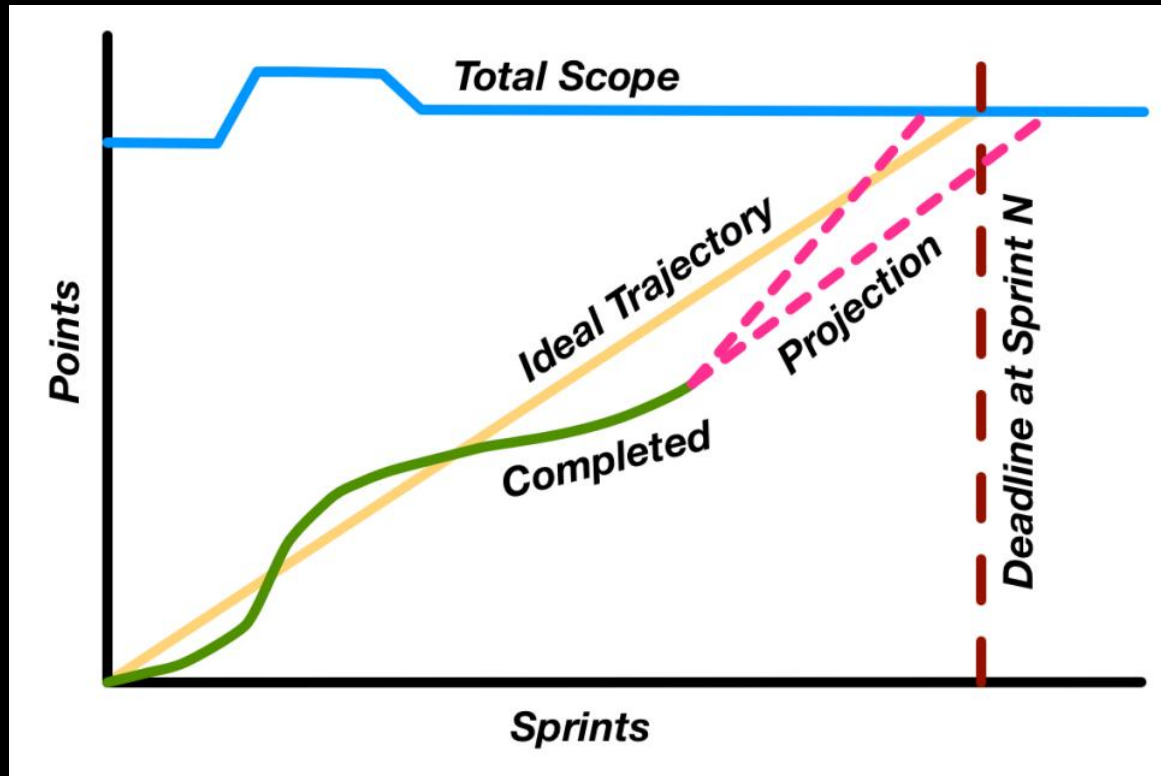
Cost per customer



Lead Response Time

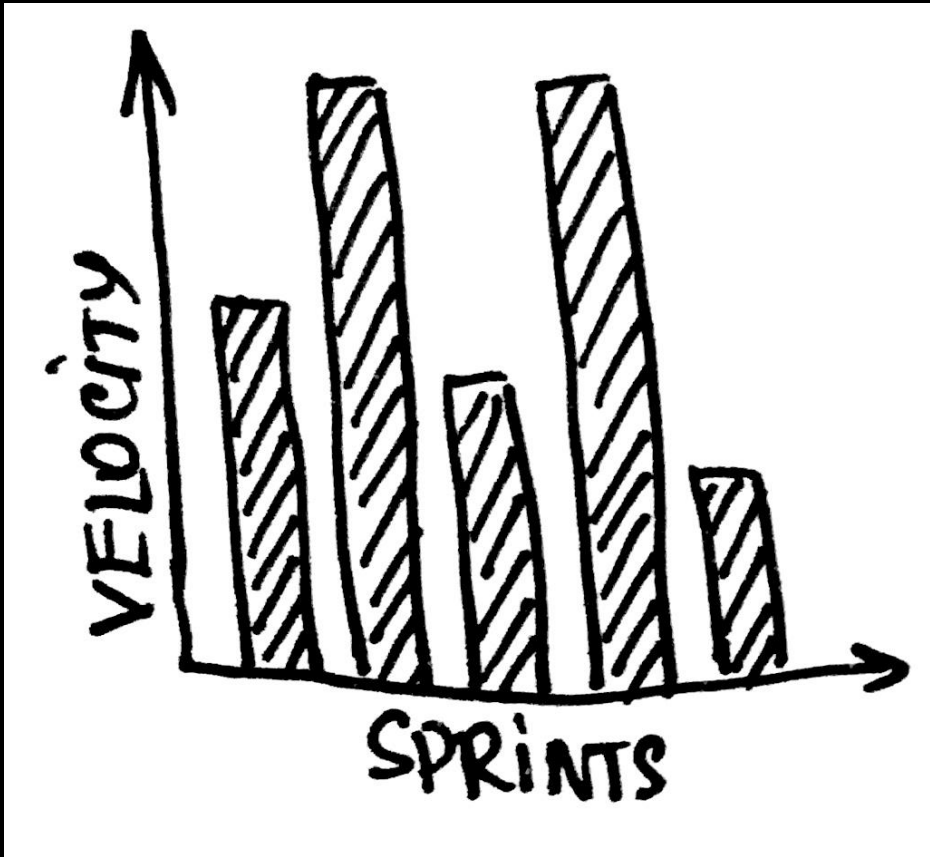


BURN UP/DOWN CHART



Deliveries
Definition of done
Estimates
What counts?

VELOCITY



Velocity is a measure of the amount of work a team can tackle during a single sprint

- Estimates
- Definition of done
- Quantity
- Customer value
- Sustainable pace

DEFECTS

Quality

Customer value

Definition of defect

Reporting defects

More or less defects?

Open defects per week

Accumulation of defects

Defect inflow

TECHNICAL DEBT

Technical debt is a concept in programming that reflects the extra development work that arises when code that is easy to implement in the short run is used instead of applying the best long-term solution.



**Happiness is a
choice!**



AARRR - PIRATE METRICS

Acquisition – How do users find you

Activation – Do users enjoy their first experience

Retention – Do users come back

Revenue – Are you making money

Referral – Do users recommend you

REALITY CHECK

- What was the purpose of the lecture?
- Which learning objectives were covered?
How?
- What was the relationship to the course assessment?

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