Lessons Learned

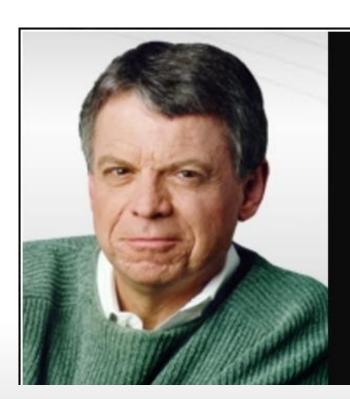
What we have learned so far...





K KnowledgeVine

Why is it so hard to...



Leadership is about setting a direction. It's about creating a vision, empowering and inspiring people to want to achieve the vision, and enabling them to do so with energy and speed through an effective strategy. In its most basic sense, leadership is about mobilizing a group of people to jump into a better future.

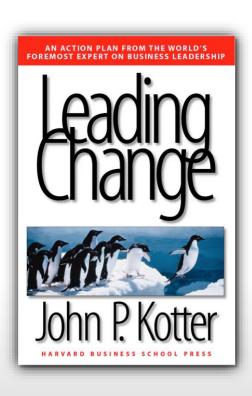
— John P. Kotter —



Transformation

Why Transformation Efforts Fail...

- Not establishing a great enough sense of urgency
- Not creating a powerful enough guiding coalition
- Lacking a vision
- Under-communicating the vision by a factor of 10
- Not removing obstacles to the new vision
- Not systematically planning for and creating short-term wins
- Declaring victory too soon
- Not anchoring changes in the corporation's culture



Establish Urgency



Rev 17.1

Powerful Coalitions



Vision



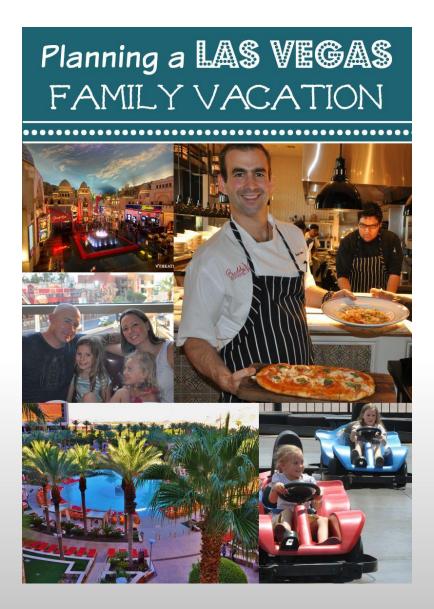






6 Rev 17.1

Communicate Vision X 10

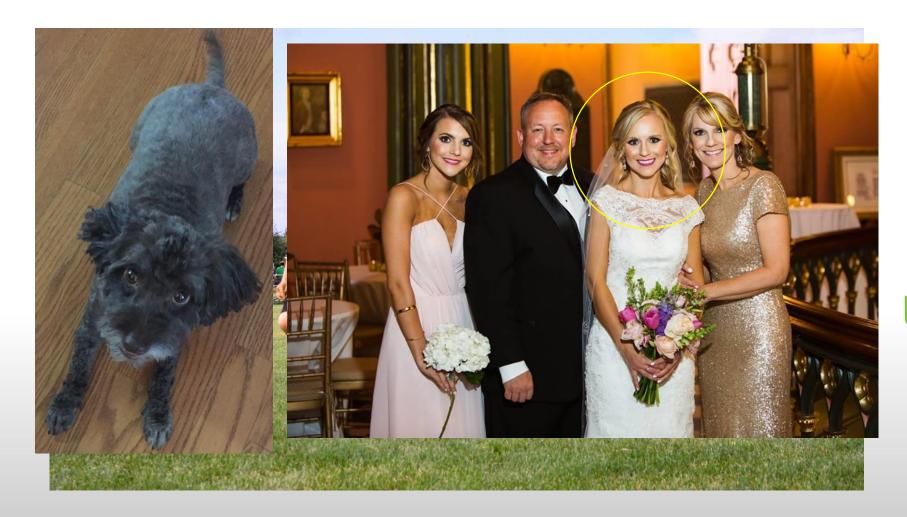


Remove Obstacles



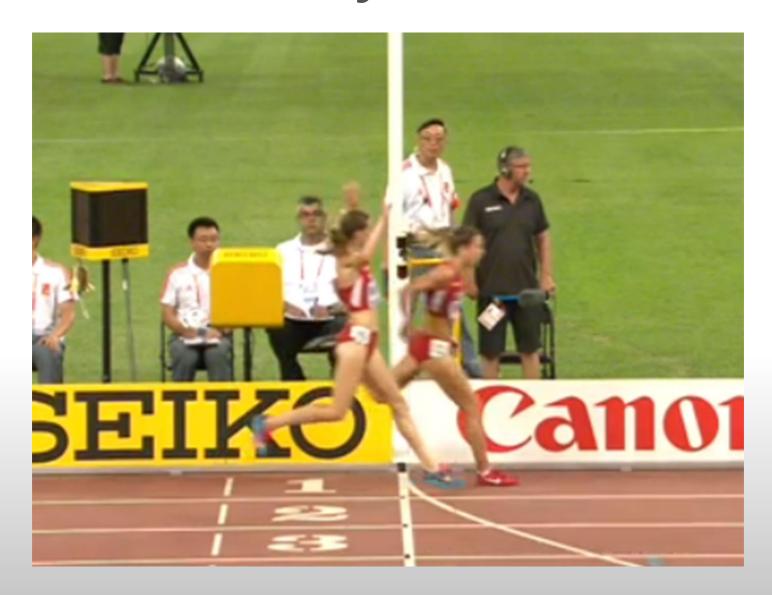
"I'm naming you VP of Revolution, Action and Edgy Thinking ...
on one condition ...
that you promise not to change anything."

Short Term Wins

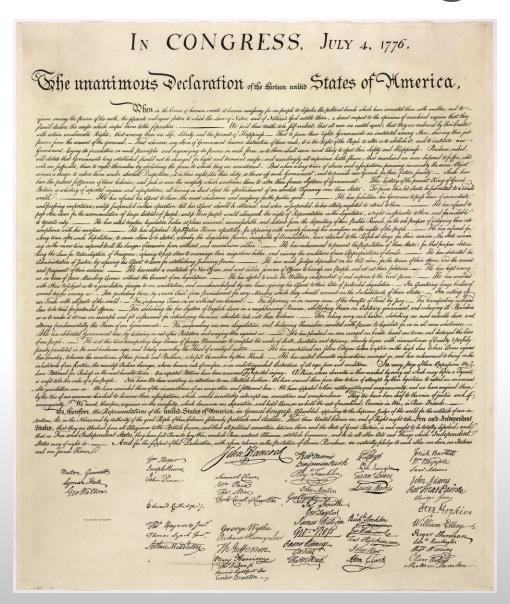




Victory, or not



Anchor the Change



Summary

- Burning platform
- Golden rule
- Where we are going / what it will look like
- Communicate, communicate, communicate
- Remove obstacles
- Positively reinforce the good
- Don't think you won the war too soon
- Embed the change into your organizational culture
- Attend workshop

