



Making *Michigan*  
the benchmark for  
*economic success*

# MLC KPD2 – Breakout Session #2

Friday 2017-03-24

# Introductions



## Introductions

- Dan – husband, father of 3, boy scout, fish fry, and kata
- Rob – husband, father of 2, Sunday school teach, and kata





## Target Condition

- Ability to create to create a challenge condition and cascade it within my organization

## Obstacles

- Lack of understanding of what a challenge is
- Cascade of a challenge condition if void in organization



## Our Step (P)

- To conduct a presentation on what a vision is, what a challenge condition is, why we use a challenge condition, and provide one example of cascading a challenge condition

## What we expect (P)

- Everyone will learn about a challenge, see and overview of cascading a challenge condition and create one example individually

# Vision Statement

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- What is a vision statement?
  - Referred to as an end-state, or an Ideal State (lean thinkers)
  - In a broad sense it is where we are going, as an organization
- What are it's characteristics?
  - Inspirational, clear, memorable, and concise
  - Typically 15 words or less (excluding branding)
- Examples
  - Feeding America – A hunger-free America
  - Habitat for Humanity – A world where everyone has a decent place to live.
  - Micron – Living and promoting the American dream.
- In summary – A VISION IS INSPIRATIONAL

# Engagement in a Vision

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“When people see themselves as components in a system and work in cooperation to achieve a shared aim, they feel that their efforts hold meaning. They experience interest and challenge and joy in the work.”

Dr. W. Edward Deming, *The New Economics*,  
Pg. 128

# Challenge Condition

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- What is a challenge condition?
  - Is the motivation towards the vision, what Dr. Deming stated
  - It is a new condition that you envision
    - Ask this question, “Wouldn’t it be great if we could...”
  - A condition to better serve the customers

# Challenge Condition

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- What are its characteristics?
  - It can provide context to individual target conditions
  - It will cause you to stretch and grow
  - Can't achieve this condition with the current system(s)
  - It describes a new level or pattern of performance related to be better serving the customers, which will help us move ahead of our competitors
  - Does not state how to get there or present a value judgment
  - 6 months – 3 years out



# Challenge Condition

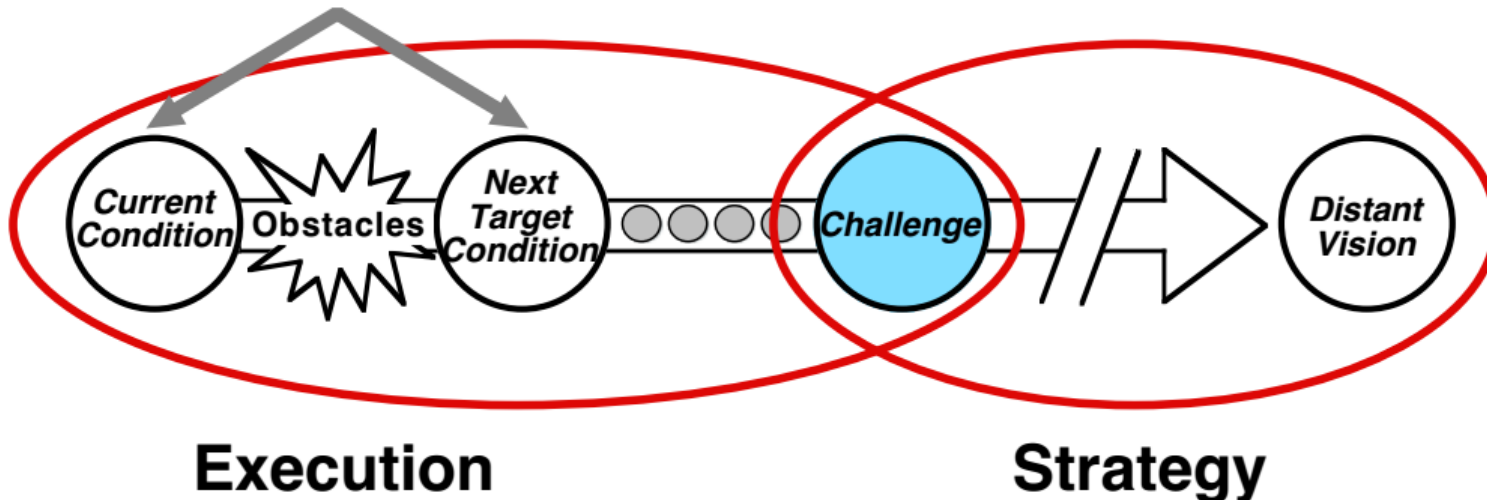


## THE ROLE OF CHALLENGE IN AN ORGANIZATION

An overall Challenge is a theme that helps connect strategy with execution

**Managers** develop people by coaching application practice of the Improvement Kata in the direction of the challenge

**Leaders** establish the organization's strategic concept (the "rallying point" or overall direction)

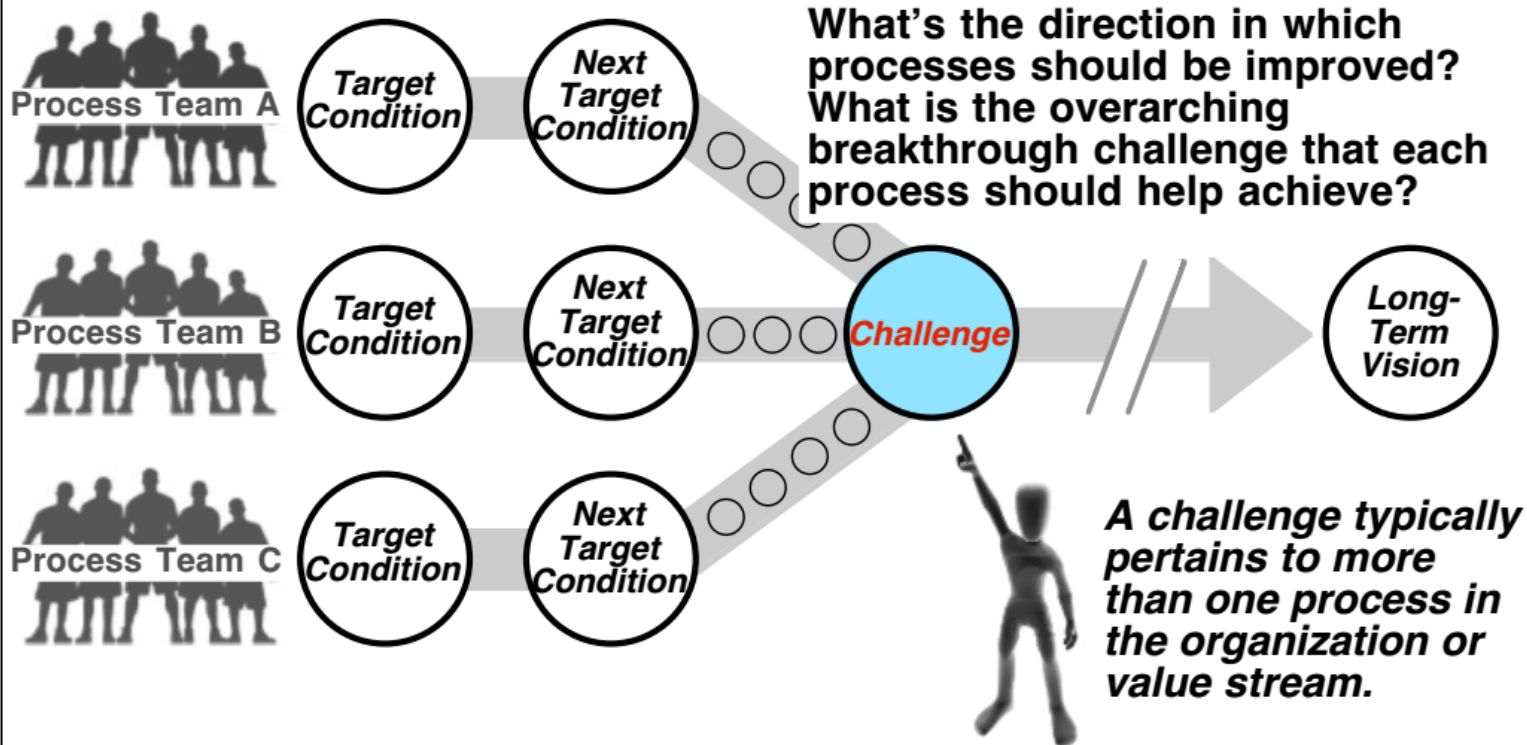


# Challenge Condition



## AN OVERALL CHALLENGE HELPS TO ALIGN AND CONNECT INDIVIDUAL IMPROVEMENT EFFORTS

The overall challenge is used to help ensure that process-level improvement efforts have a focus and fit together



# Example Challenge Conditions

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- Micron


- 99.2% of shipments without customer concern

- Nucraft

- What the customer orders is what we quoted  
is what we engineered is what we build

# Cascading Challenge Condition



V.P.  Obstacle to Nucraft Corp. Strategy Initiative is on-time performance of case clean

Each learner designs their Target Condition Using iterative coaching dialog with their coach.

Plant Mgr. 

Designs a TC for case clean which includes an on-time of 95%

Two obstacles preventing this are missing parts from kits and late parts to case clean

Dept. Mgr. 

Designs a TC for press Dept. which includes press uptime of 85%, 95% complete kits and 95% ontime to schedule

Three obstacles preventing this  
1. C/O time of 25 min.  
2. 20% unplanned downtime  
3. Inaccurate BOM

Supervisor 

Address each of 3 obstacles in turn. Designs first TC which is for a 10 min. C/O.

The obstacles to a 10 min. C/O are:  
1. Removing tools  
2. Making adjustments  
3. Installing new tools

 Supervisor

The obstacle the supervisor & team is addressing now is removing tools

The team believes that the lack of organization in removing tools is preventing this step from getting down from 13 min to 5 min.

Operator

Therefore, the team's first experiment is to organize the removing tool approach using 5S and test their assumption.

# Practice Cascading the Challenge



Each Learner designs *their* Target Condition

in iterative coaching dialog with their Coach



Red box representing the initial coaching dialog.

Green box representing the first Target Condition.



Red box representing the second coaching dialog.

Green box representing the second Target Condition.



Red box representing the third coaching dialog.

Green box representing the third Target Condition.

**Fractal** means that at each level down the Improvement Kata procedure and thinking pattern are the same, only the content gets smaller in scope

Green box representing the fourth Target Condition.

Green box representing the fifth Target Condition.

Green box representing the fifth Target Condition.