

SALES SDCA

Set Standard				Do	Check	Act	
Appreciative Discovery: Identifying your positive core the best of "What is"				Dream: Images of shared visions on how group will function. "What might be?"		Design: Align values, structures and process into the ideal. "What should be"	Destiny: Co-construct sustainable learning competencies "How to empower, learn & adjust/"
Review the Method		Charter Teams thru Policy Deployment		Conduct the Standard		Check Progress in Real Time	Prioritize Standard Work
Create the actions needed by identifying objectives and resources required.		Engage the entire team in conducting the standard by formally chartering teams and assigning ownership as needed.		Transform Organization through Training		Empower your team to check results and make adjustments in real time. Manage exceptions through your operating system.	Make new knowledge part of standardized work through PDCA embedded in daily operations. Coach and mentor to develop leaders at every level.
Focus State Standard				Do Action Teams		Check Team Leader	Act Action Teams
Provide and reach agreement on the way we will deliver work.				Outline Weekly Meetings		Develop leaders who can teach	Promote adherence to standardized work
1. State Objectives 2. Establish Work Sequence 3. Establish Process Capacity 4. Establish Resource Req. 5. Prepare Work flow diagram 6. Prepare Operations Sheet				Agree	Locate/Empower	Select	1. Actions are determined by alignment of A. Actions B. Ownership C. Resources 1. Manage & Limit WIP (Work in Process) 2. Act on Lead Measures A. Accountability B. Discipline C. Awareness — Line of Sight D. Clear the Path for others
1. Build a set of Leading Measures identified by A. Small Outcomes B. Leveraged Behaviors 2. Make it Visible A. Choose a theme for keeping score: Pie/Bar Chart, Speedometer, Andon B. Create simple design C. Assign responsibility for updates D. Locate online/offline but visible		1. 1. Locate Team Members (Establish Operations team(s)) A. Name B. Position C. Role 2. Empower A. Finalize Standards B. Outline Strategic/Tactical Meetings C. Introduce standard project plan		1. Discuss the operations plan 2. Insure alignment A. Actions B. Ownership C. Resources 6. Complete and confirm the operations plan	1. Manage visually A. Visual project 2. Conduct review meetings Daily 5-minule meeting (if reqd.) Weekly Monthly Quarterly Annual 3. Conduct diagnosis Self diagnose Site visits Analyze and score development Recognize achievement	1. Promote adherence to standardized work 2. Develop leaders and make succession plans 3. Train, coach, and mentor 4. Repeat the cycle 5. Is change needed (PDCA)?	
Consultants Role				90 Minute Introduction to Lean Sales and Marketing 1 to 2 day workshop Off Site Support for development of plan in first 30 days.		1/2 day Launch workshop	1/2 Day What's Next Workshop Provide weekly Instruction/coaching in accordance to 90 Day plan outline