

# LEADERSHIP *without* LIMITS



WHAT  
**BUSINESS  
PROBLEMS**  
ARE KEEPING YOU  
UP AT NIGHT?

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*Our Ask of You*

*Write down your top 3 and take  
them over to the **PROBLEM WALL**  
in the back of to room*

# PROBLEM SOLVING

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Professor Nerd)**  
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You're right Abe,  
that is one  
fantastic fountain

**Abe Jungbauer (aka,  
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VP of Operations

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**LEADERSHIP**  
*without* **LIMITS**





*Empower You!*



*We Need You!*



*Arm You!*

# WHY ARE WE HERE?



**LEADERSHIP**  
*without* **LIMITS**

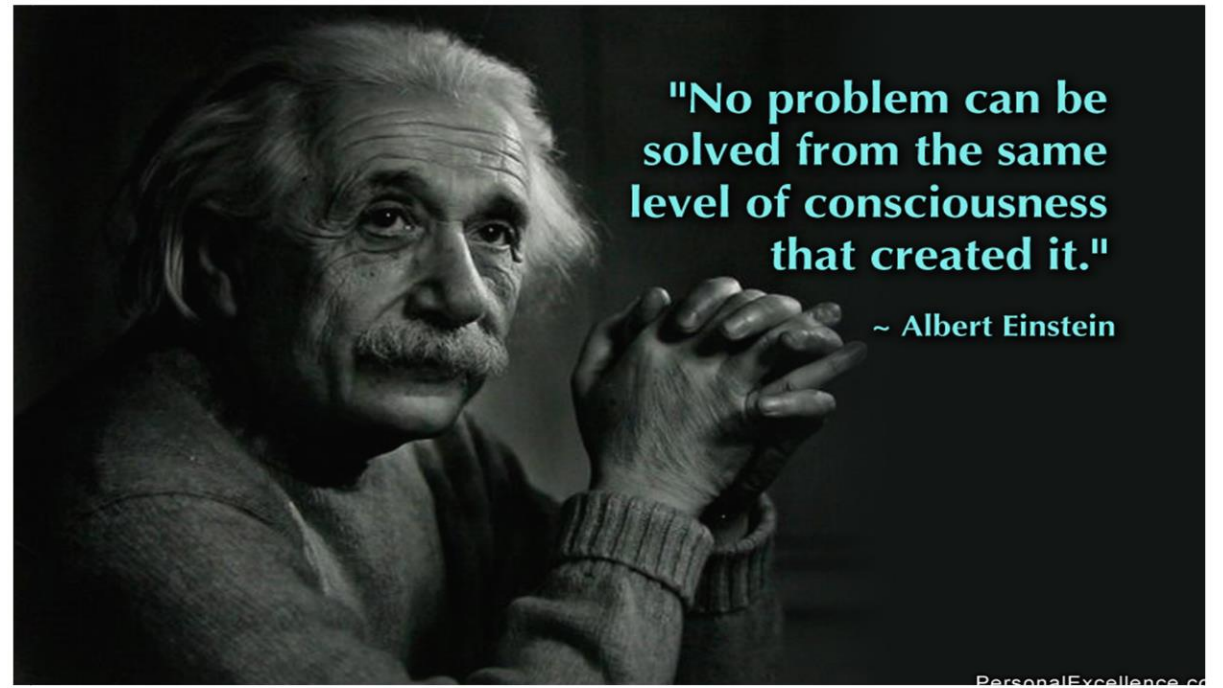




**WHEN SOLVING  
PROBLEMS, DIG AT  
THE ROOTS INSTEAD  
OF JUST HACKING AT  
THE LEAVES.**

Anthony J. D'Angelo

QUOTEHD.COM



**"No problem can be  
solved from the same  
level of consciousness  
that created it."**

~ Albert Einstein

PersonalExcellence.co

**I never once failed at making  
a light bulb. I just found out  
99 ways not to make one.**

Thomas A. Edison



# FIRST STEP TO PROBLEM SOLVING

*Problems are  
daunting/painful/judgmental*



**Opportunity**

*Opportunities allow us to get  
better/enhance/strengthen partnerships*



# OPERATIONAL DEFINITIONS EXERCISE

AS A TABLE, IDENTIFY  
AND RANK YOUR TOP 3  
SUPERHEROES









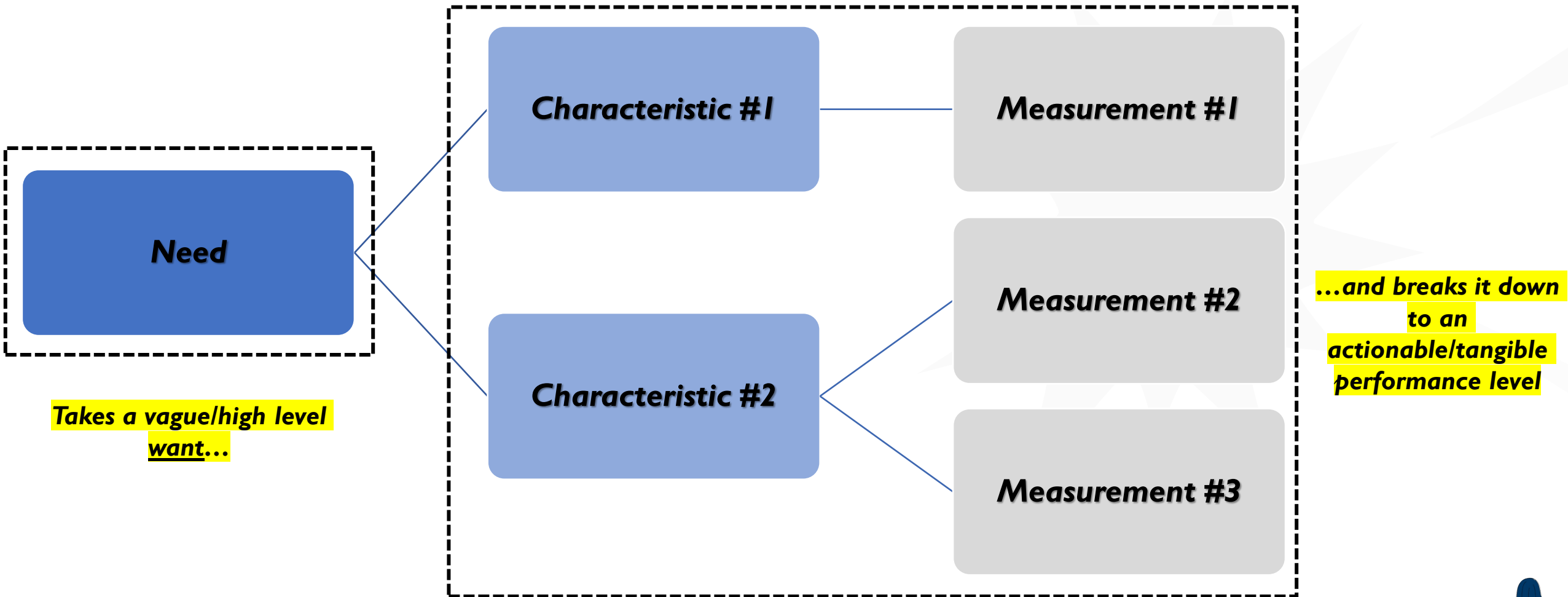
**LEADERSHIP**  
*without* **LIMITS**



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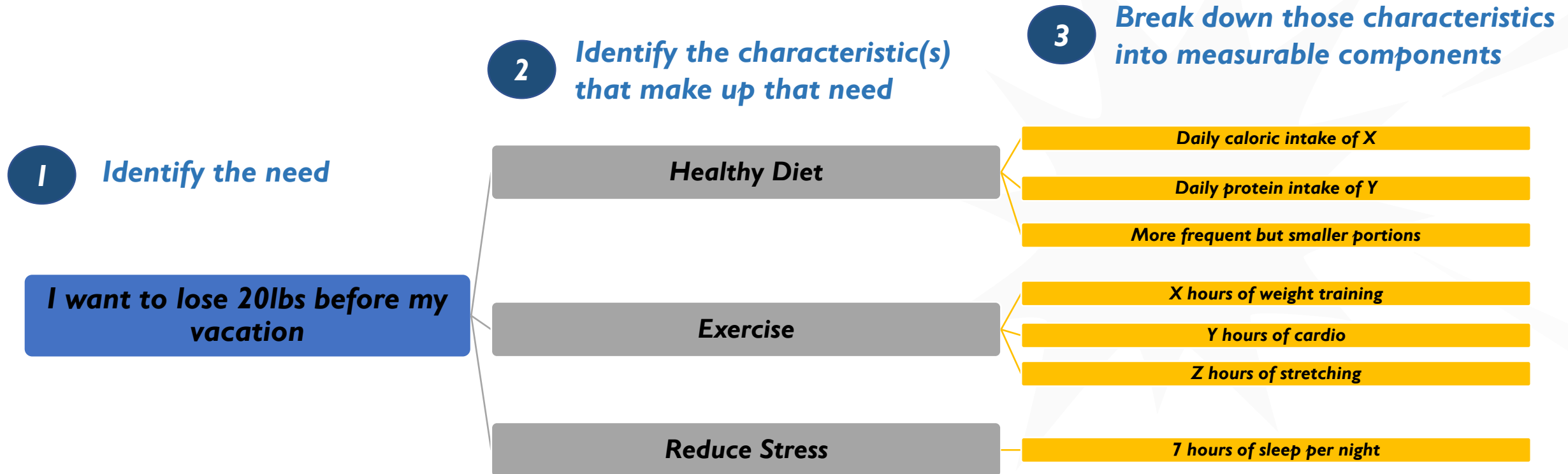
**“YOU SOLVE ONE  
PROBLEM, THEN  
YOU SOLVE THE  
NEXT”**

# OPPORTUNITY PLAN





# OPPORTUNITY PLAN





# OPPORTUNITY PLAN



*I want to lose 20lbs before my vacation*

Healthy Diet

Exercise

Reduce Stress

4

*Ask, one at a time, am I meeting the measurable standard?*

Daily caloric intake of X

Daily protein intake of Y

More frequent but smaller portions

X hours of weight training

Y hours of cardio

Z hours of stretching

7 hours of sleep per night



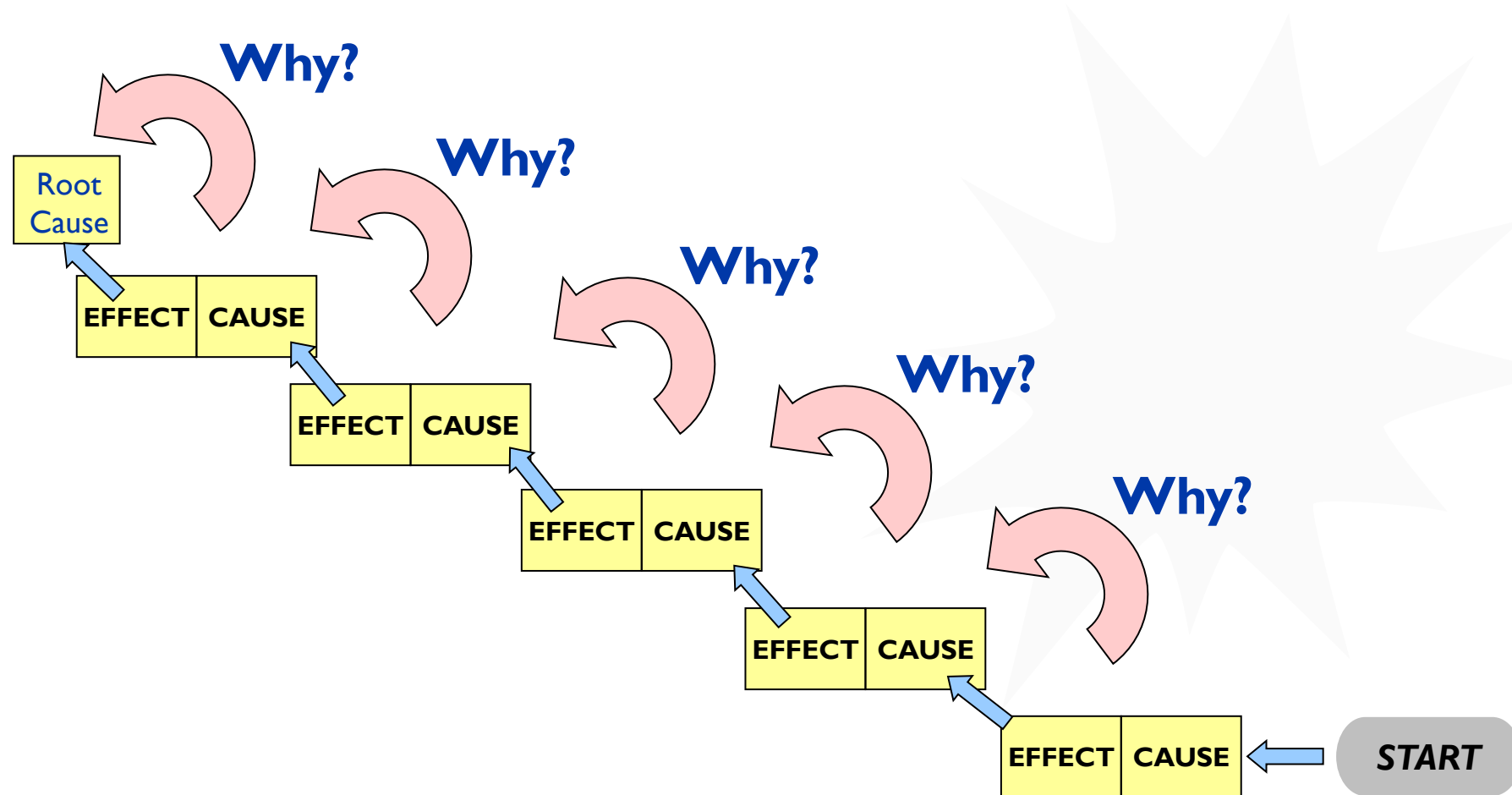
*Yes? Keep it up, you are on your way to achieving your goal*

*No? Well, it looks like we need to do a bit a Root Cause Analysis with the 5 Why's*

LEADERSHIP  
*without* LIMITS

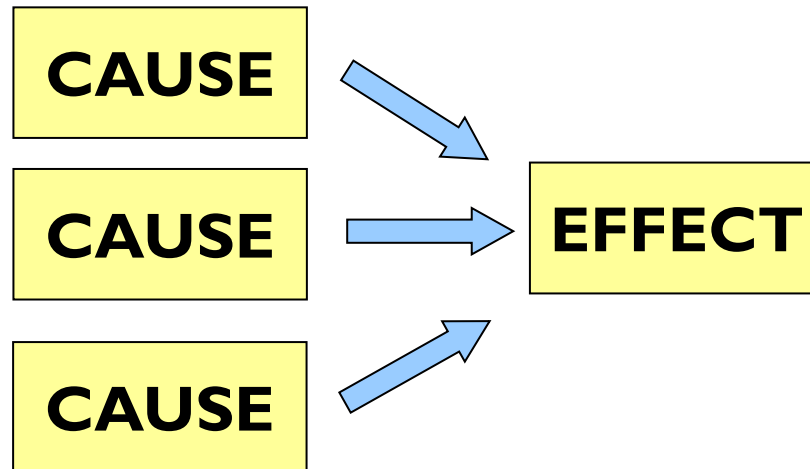
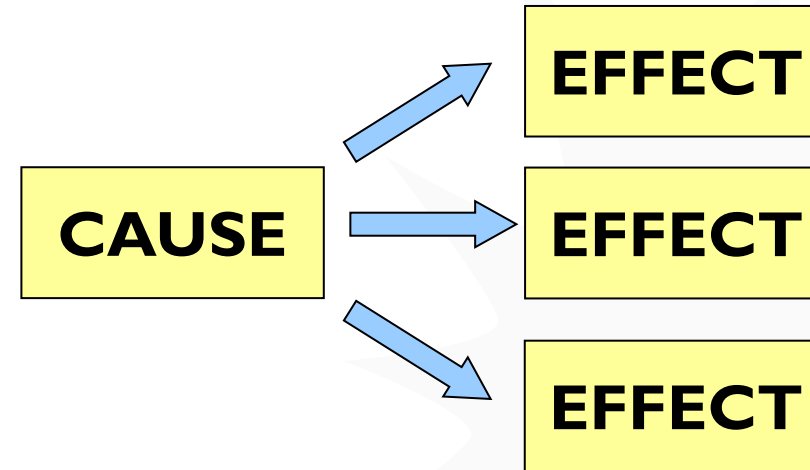


# 5 WHY's



# 5 WHY's

*A single Cause can have multiple Effects*



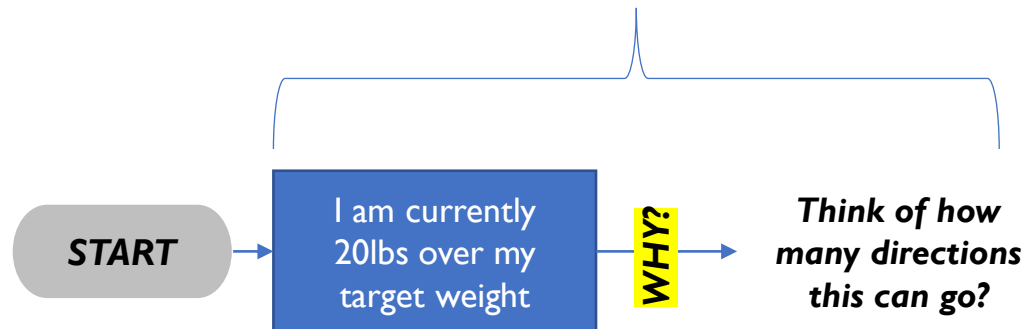
*A single Effect can have multiple Causes*



# (IN)EFFECTIVE Use of 5 WHY's

The 5 Why's is an ineffective tool if our starting point is **too vague** or **too large in scope**

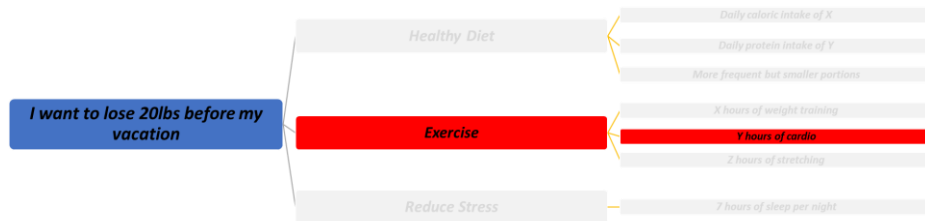
The too vague option is asking “*why am I not meeting my weight loss goal?*”



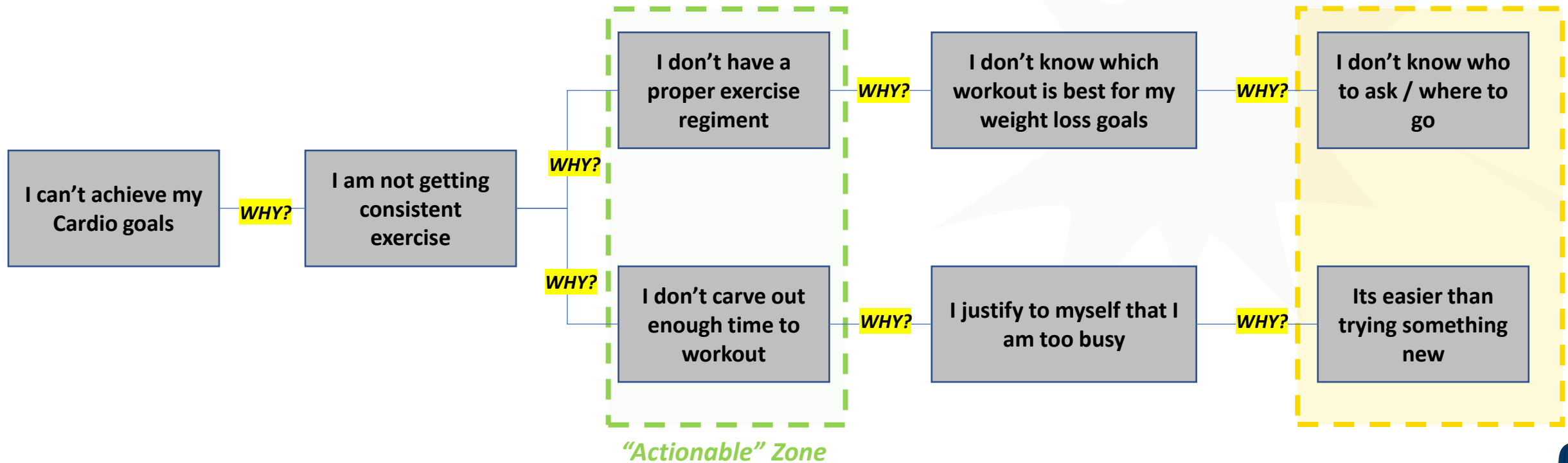
**Instead**, leverage the *Opportunity Plan* to break down opportunities into actionable components and then do the 5 Whys on the underachieving areas



# OPPORTUNITY PLAN + 5 WHY's



Let's say my "opportunity" is getting more cardio...



# TEAM EXERCISE

## BUILD AN OPPORTUNITY PLAN



Convert your  
**PROBLEM** into  
**ONE NEED**



Identify **ONE**  
**CHARACTERISTIC** & identify  
as many **MEASUREMENTS** as  
you can

Attempt to stratify your  
**NEED** into **TWO**  
**CHARACTERISTICS**



ERST  
LIM

EACC  
MOP



## SESSION RECAP

### HONEST ABE'S 4 C's

#### Collaboration

- Process improvement is a “team” sport

#### Consensus

- Remove uncertainty through alignment

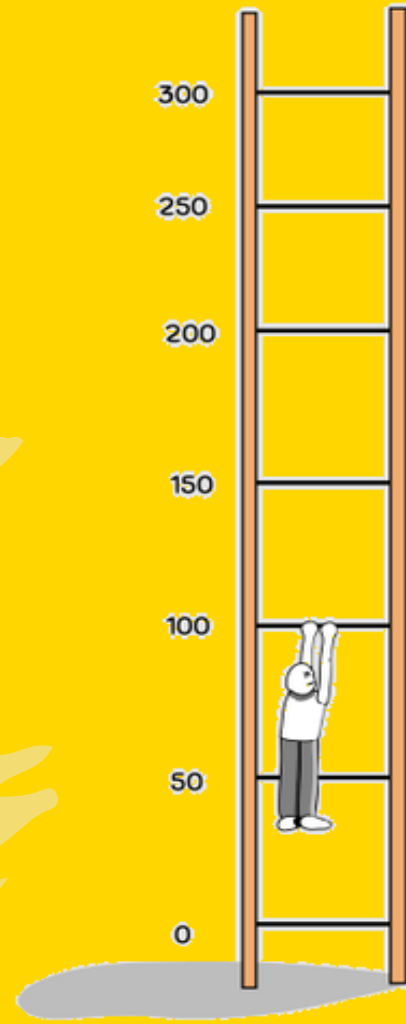
#### Consistency

- Process predictability = process reliability

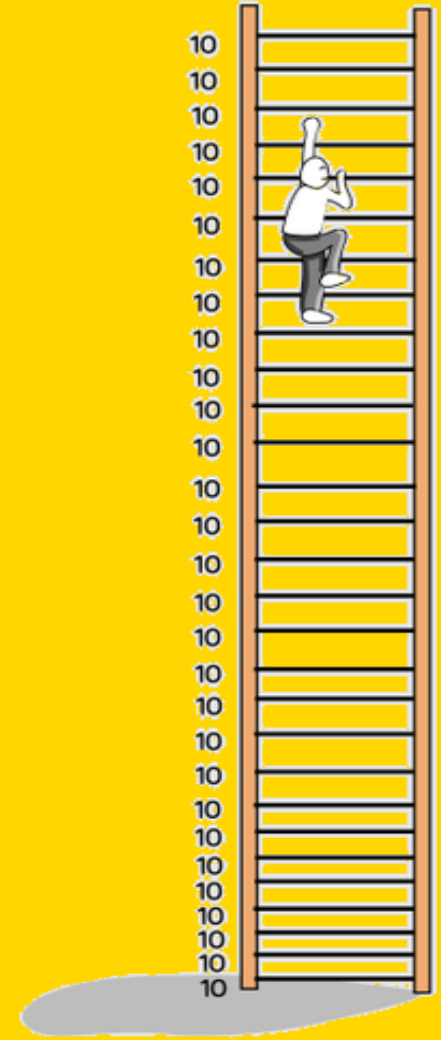
#### Confidence

- Empowering all team members actively improve

# ONE FINAL TAKEAWAY...



inconsistent  
ladder



consistent  
ladder