CHANGING YOUR TEAM FROM THE INSIDE

@alexismonville #ChangingYourTeam #DefineFUTURE
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Tweet your feedback!
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Tweet your feedback!

Drop me a note!
CHANGE NEEDS TO CHANGE
I ❤️ MY JOB
70% of change management effort fails
We are uncovering better ways of developing software by doing it and helping others do it
BE THE CHANGE
INFLUENCE

ACTION
“The Soup”

INFLUENCE

ACTION
CHANGE NEEDS TO CHANGE

BE THE CHANGE
2

REASONS WHY
WILLIAM E. DEMING
Institute training on the job.
Drive out fear, so that everyone may work effectively for the company.
Institute a vigorous program of education and self-improvement.
Put everybody in the company to work to accomplish the transformation. The transformation is everybody’s job.
0  CHANGE NEEDS TO CHANGE
1  BE THE CHANGE
2  REASONS WHY
START WHERE YOU ARE
CHANGE NEEDS TO CHANGE
BE THE CHANGE
REASONS WHY
START WHERE YOU ARE
WHERE ARE YOU GOING?
Who and What Job?

What do they See?

What do they Think and Feel?

What do they Say?

What do they Do?

What do they Hear?
0. CHANGE NEEDS TO CHANGE
1. BE THE CHANGE
2. REASONS WHY
3. START WHERE YOU ARE
4. WHERE ARE YOU GOING?
5

CARE PERSONALLY
HOW TO WIN FRIENDS AND INFLUENCE PEOPLE

BY DALE CARNEGIE

1. What are the six ways of making people like you? See pages 75-133.
2. What are the twelve ways of winning people to your way of thinking? See pages 137-217.
3. What are the nine ways to change people without giving offense or arousing resentment? See pages 221-253.
Become genuinely interested in other people
Give honest and sincere appreciation
CHANGE NEEDS TO CHANGE
BE THE CHANGE
REASONS WHY
START WHERE YOU ARE
WHERE ARE YOU GOING?
CARE PERSONALLY
MAKE THE WORK VISIBLE
CHANGE NEEDS TO CHANGE
BE THE CHANGE
REASONS WHY
START WHERE YOU ARE
WHERE ARE YOU GOING?
CARE PERSONALLY
MAKE THE WORK VISIBLE
APPRECIATION
ASK, DON’T TELL
ASK THE RIGHT QUESTIONS
FIRST TO YOURSELF
CHANGE NEEDS TO CHANGE
BE THE CHANGE
REASONS WHY
START WHERE YOU ARE
WHERE ARE YOU GOING?
CARE PERSONALLY
MAKE THE WORK VISIBLE
APPRECIATION
THANK YOU!
Never doubt that a small group of thoughtful, committed, citizens can change the world. Indeed, it is the only thing that ever has.

Margaret Mead
UPCOMING SPRING 2018!

https://leanpub.com/changing-your-team-from-the-inside
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