



FUEL AGILITY WITH TRANSPARENT EXPECTATIONS

Nabila Safdar

A hiker with a backpack stands on a large, dark rock peak, looking out over a vast mountain range under a clear sky. The hiker is wearing a green jacket and dark pants. The background shows rugged mountain peaks and a valley. A green and teal banner is overlaid at the bottom of the image.

Evaluate strategy & execution

Assess potential

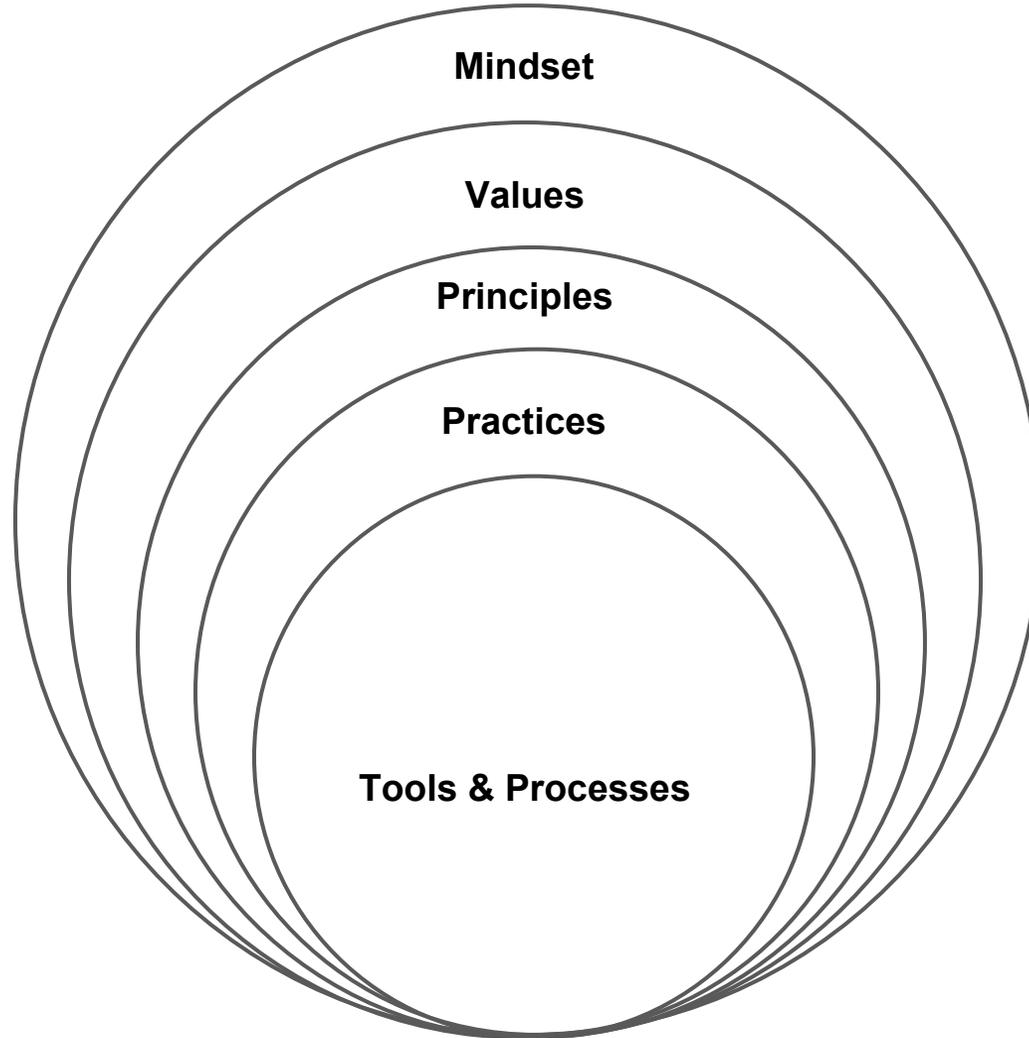
PROJECT	PURPOSE	PARTICULARS	PEOPLE



Foster candor and respect

Unity is absolute

Less visible – more powerful

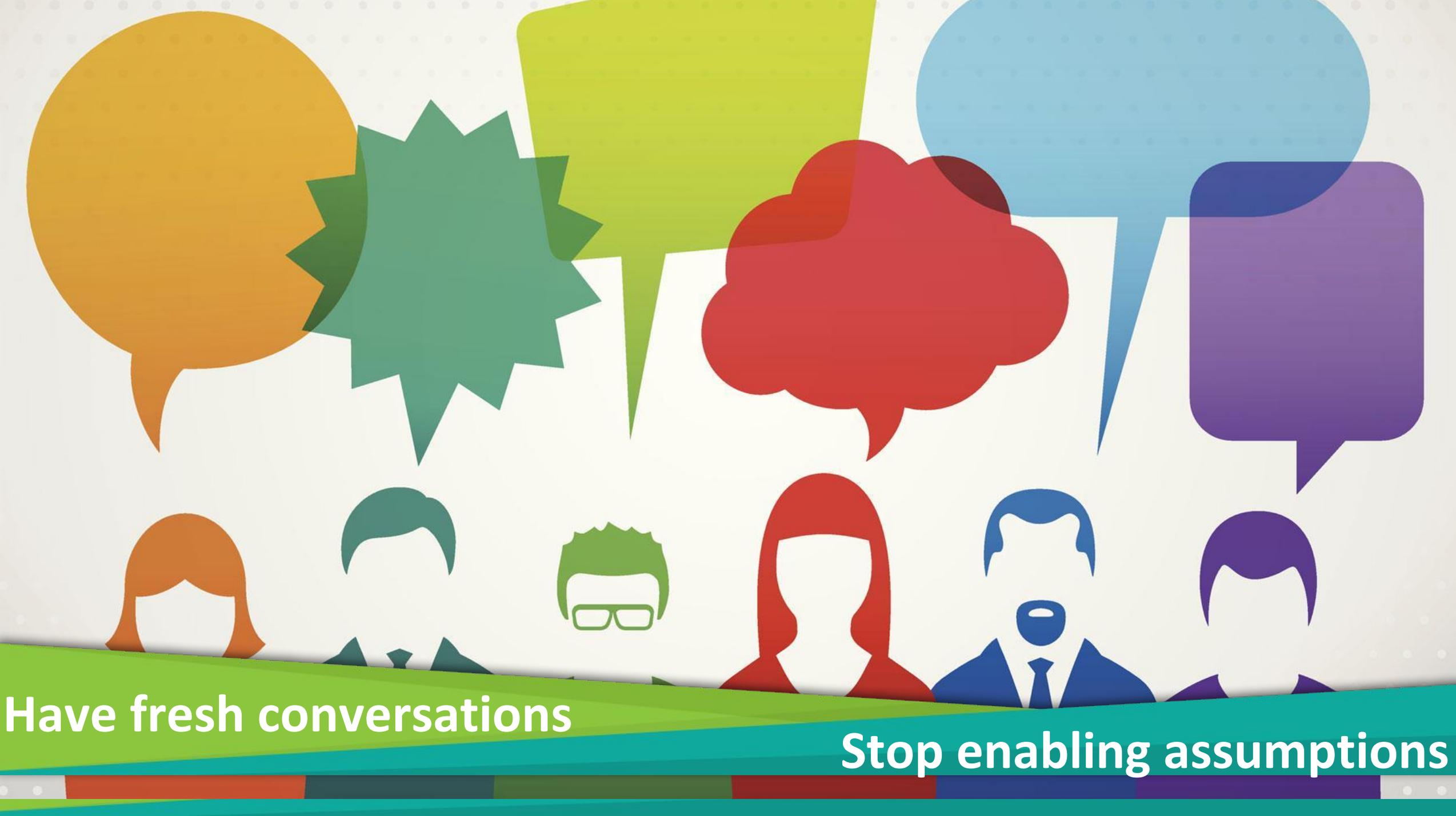


Move toward learning organization

Requires structural & cultural change

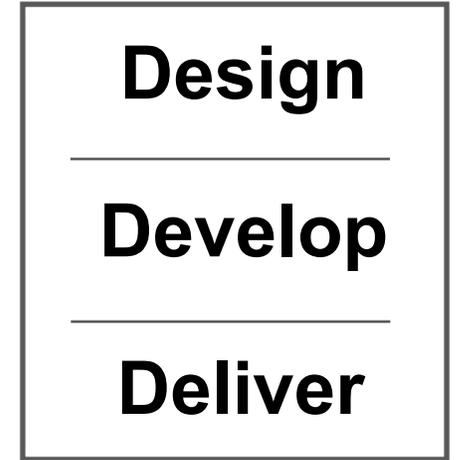
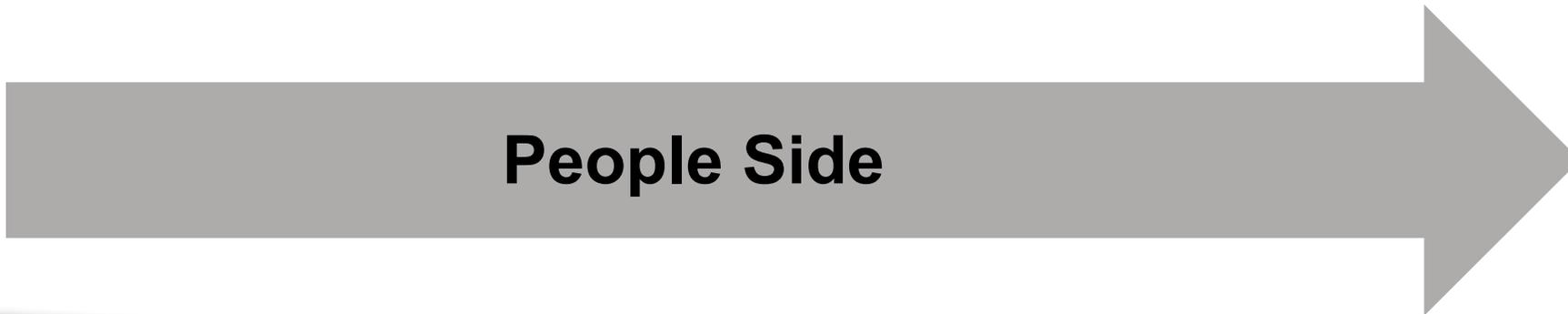
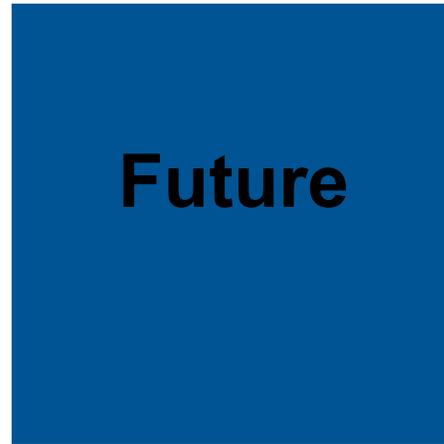
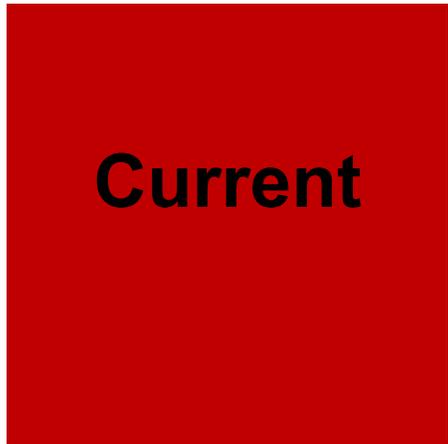
Can be adopted in command & control

More visible – less powerful



Have fresh conversations

Stop enabling assumptions





Ask early, ask often

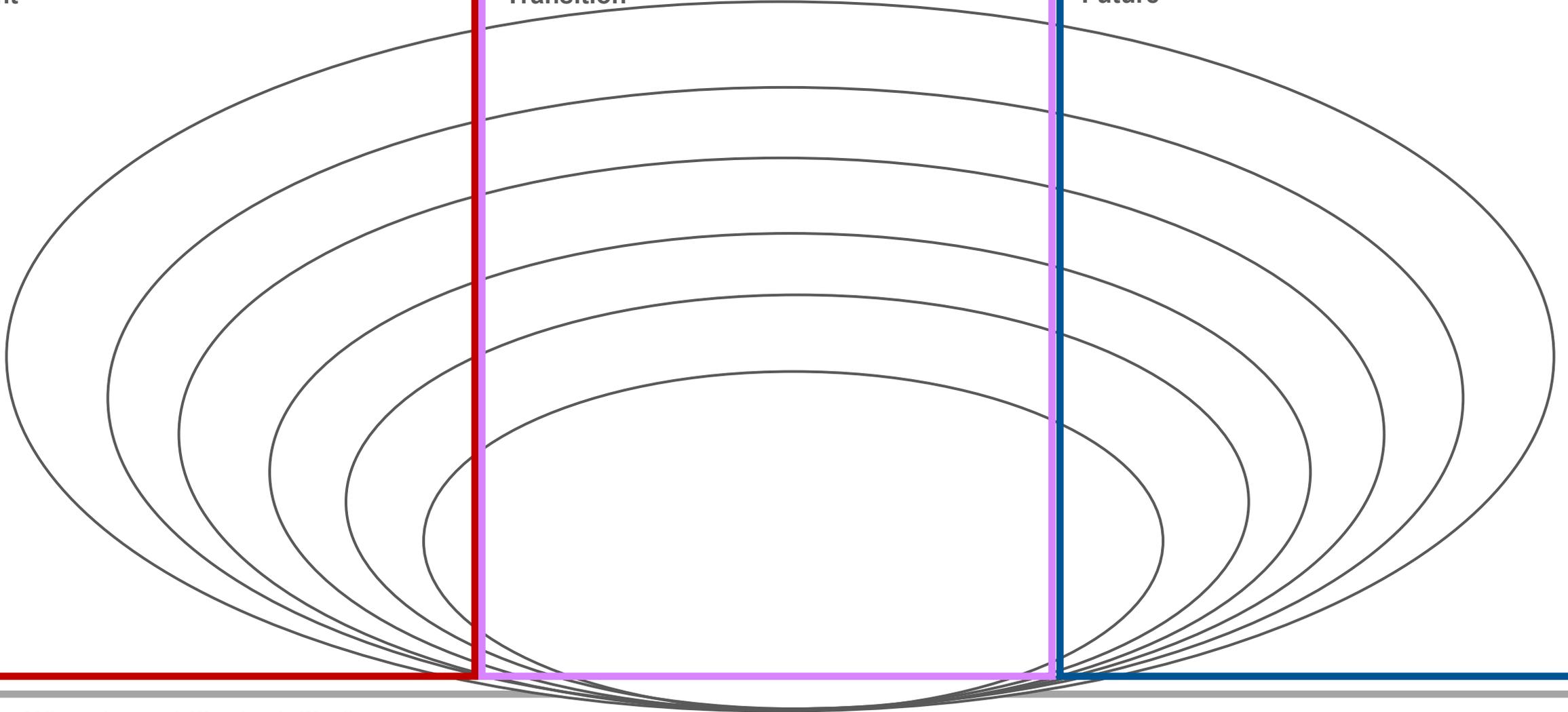
Challenge awareness

Product/Project: What does success look like?

Current

Transition

Future



People: What does ability look like?

A woman with dark, curly hair is looking upwards with a thoughtful expression. The background is a blurred office or meeting room with a wall covered in colorful sticky notes in shades of pink, orange, green, and blue. A bright light source is visible behind her, creating a soft glow.

Understand purpose & intent

Confirm value every time

PROBLEM <i>List your top 1-3 problems.</i>	SOLUTION <i>Outline a possible solution for each problem.</i>	UNIQUE VALUE PROPOSITION <i>Single, clear, compelling message that states why you are different and worth paying attention.</i>	UNFAIR ADVANTAGE <i>Something that cannot easily be bought or copied.</i>	CUSTOMER SEGMENTS <i>List your target customers and users.</i>
	KEY METRICS <i>List the key numbers that tell you how your business is doing.</i>		CHANNELS <i>List your path to customers (inbound or outbound).</i>	
EXISTING ALTERNATIVES <i>List how these problems are solved today.</i>	HIGH-LEVEL CONCEPT <i>List your X for Y analogy e.g. YouTube = Flickr for videos.</i>	EARLY ADOPTERS <i>List the characteristics of your ideal customers.</i>		
COST STRUCTURE <i>List your fixed and variable costs.</i>			REVENUE STREAMS <i>List your sources of revenue.</i>	

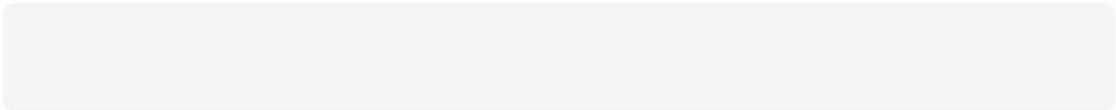


CANVAS FILL ORDER



RISK ITERATION PATH

- PRODUCT RISK
- CUSTOMER RISK
- MARKET RISK



Lean Canvas

Created by Spark59 // Online version available at www.leancanvas.com



Excuses impede agility

Reveal & resolve

Customer Journey Map

	Iteration 1	Iteration 2	Iteration 3	Iteration 4	Iteration 5	Iteration 6
Actions						
Emotions						
User Experience						



Celebrate the journey

Engage nonstop



/nabilas



@nabilascs

Learn daily

Join the journey

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PROJECT

PURPOSE

PARTICULARS

PEOPLE

prosci

Technical Side

Current

Transition

Future

Design

Develop

Deliver



Embrace

Adopt

Use

People Side

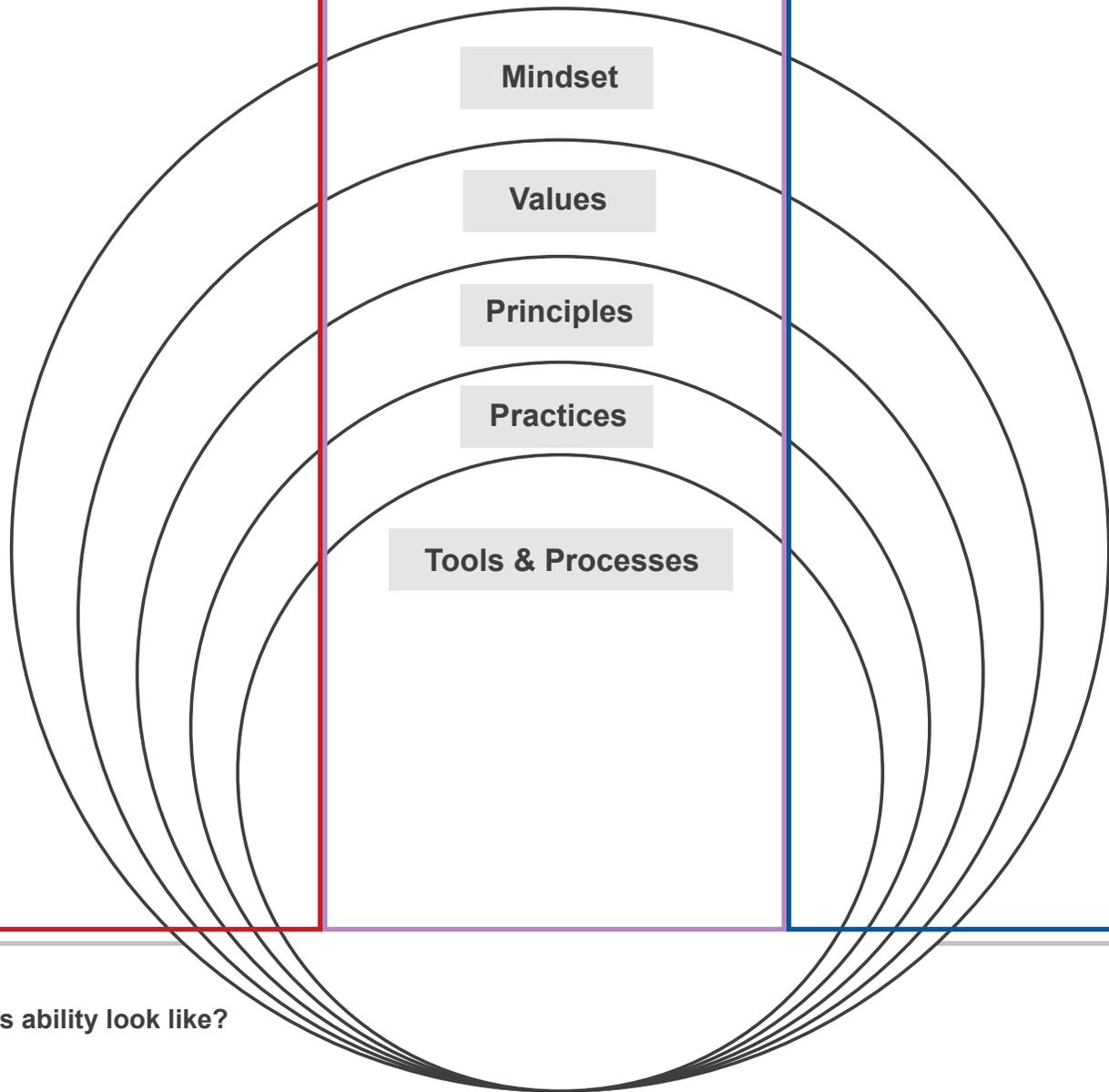
prosci

What does success look like?

Current

Transition

Future



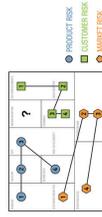
People

What does ability look like?

<p>PROBLEM <i>List your top 1-3 problems.</i></p> <p>EXISTING ALTERNATIVES <i>List how these problems are solved today.</i></p>	<p>SOLUTION <i>Outline a possible solution for each problem.</i></p> <p>KEY METRICS <i>List the key numbers that tell you how your business is doing.</i></p>	<p>UNIQUE VALUE PROPOSITION <i>Single, clear, compelling message that states why you are different and worth paying attention.</i></p> <p>HIGH-LEVEL CONCEPT <i>List your X for Y analogy e.g. YouTube = Flickr for videos.</i></p>	<p>UNFAIR ADVANTAGE <i>Something that cannot easily be bought or copied.</i></p> <p>CHANNELS <i>List your path to customers (inbound or outbound).</i></p> <p>EARLY ADOPTERS <i>List the characteristics of your ideal customers.</i></p>
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1	4	3	9	2
	8	5		
	7			6

CANVAS FILL ORDER



Lean Canvas

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Customer Journey Map

PivotBot[®]

	Iteration 1	Iteration 2	Iteration 3	Iteration 4	Iteration 5	Iteration 6
Actions						
Emotions						
User Experience						

Notes/Comments:

