

Creating a Continuous Improvement Environment

by

Utilising a Pull Model

Bruce Faulkner

November 2005

Moving from Design to Construction



and I am not the boss

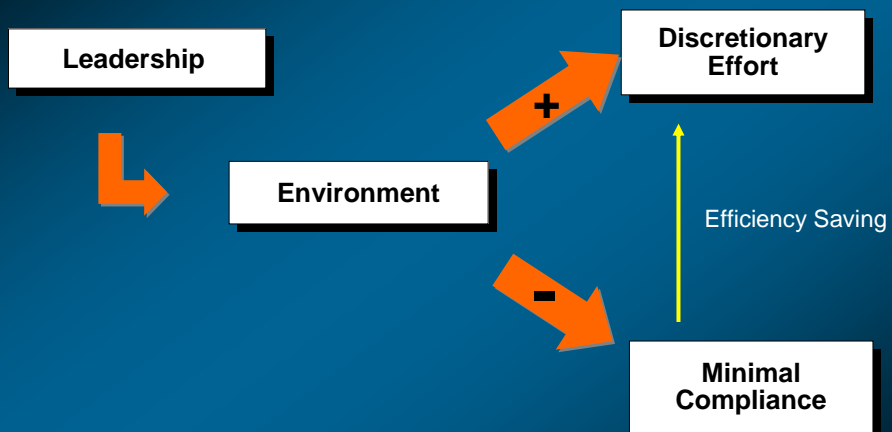


and you expect me to deliver...

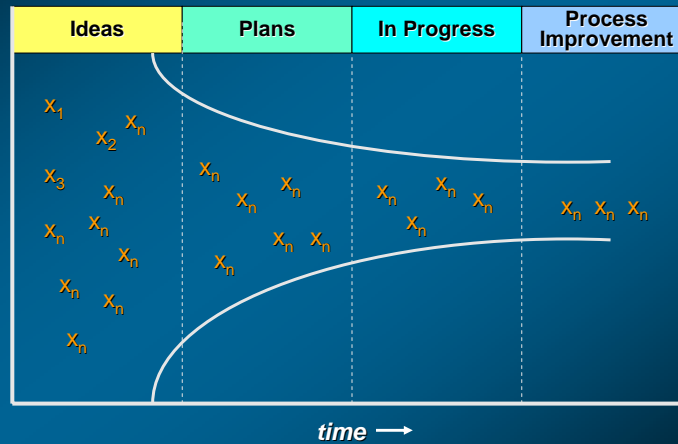


So what do I do now?

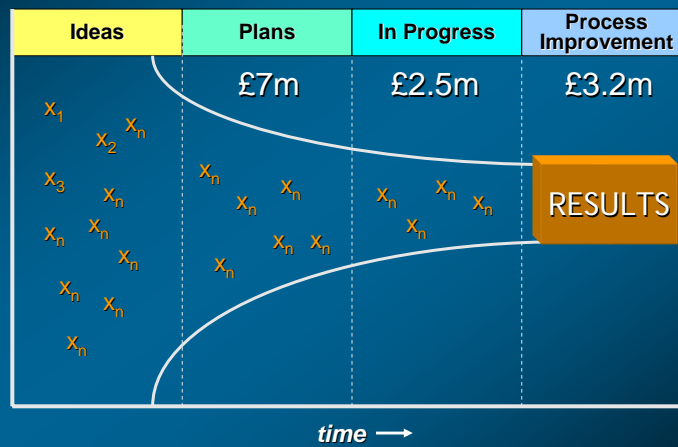
Influencing the Environment



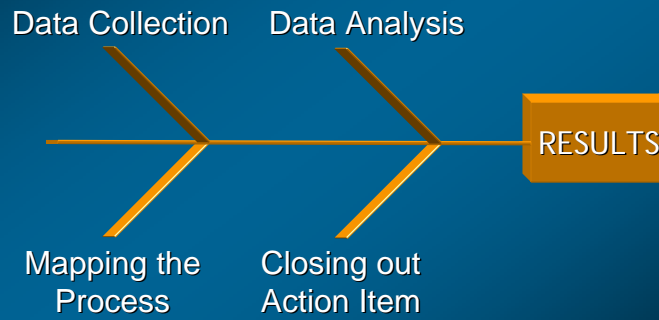
Engagement comes from the delivery of results



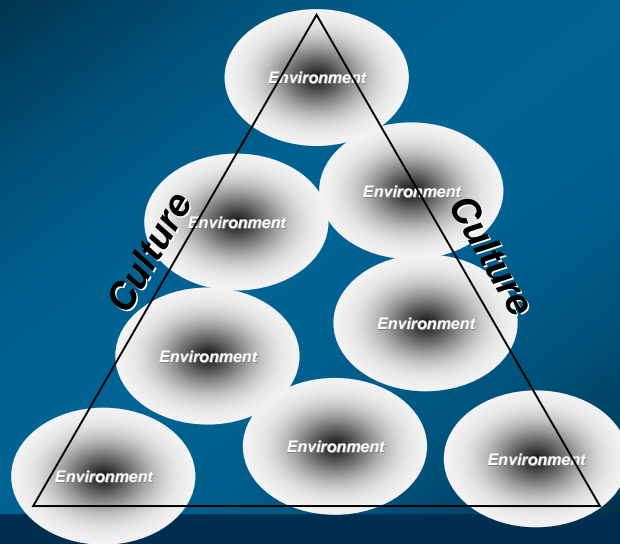
Track the impact



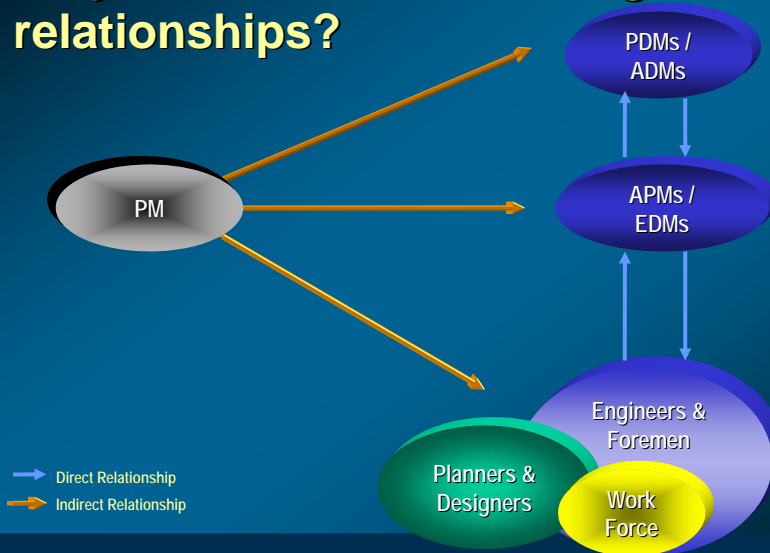
Results can be correlated to Behaviour



Yeah, but each Project is different

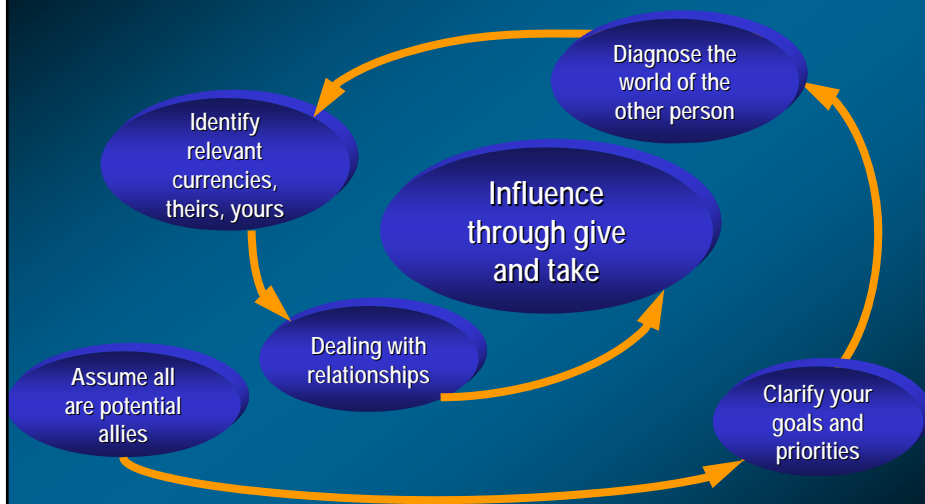


Do you know how to manage these relationships?



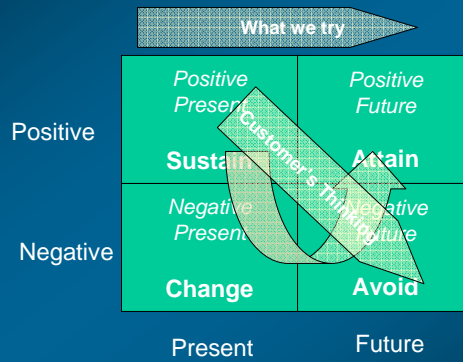
SOURCE: MANAGING AT THE SPEED OF CHANGE
Daryl Conner

Model an set of Influence Behaviours



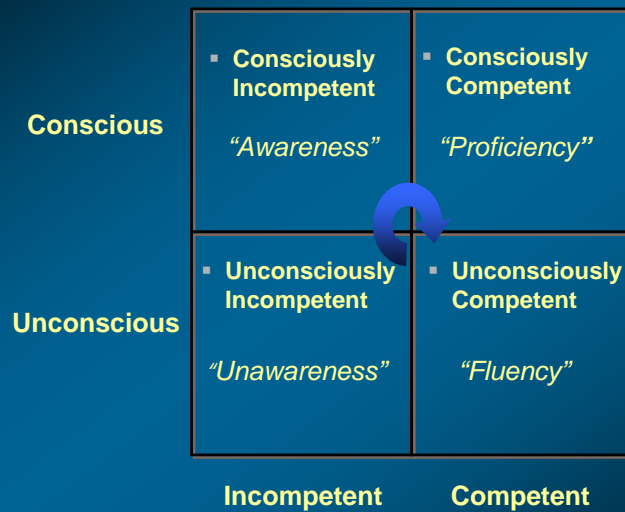
SOURCE: Influence without Authority
A. Cohen and D. Bradford

Change Model

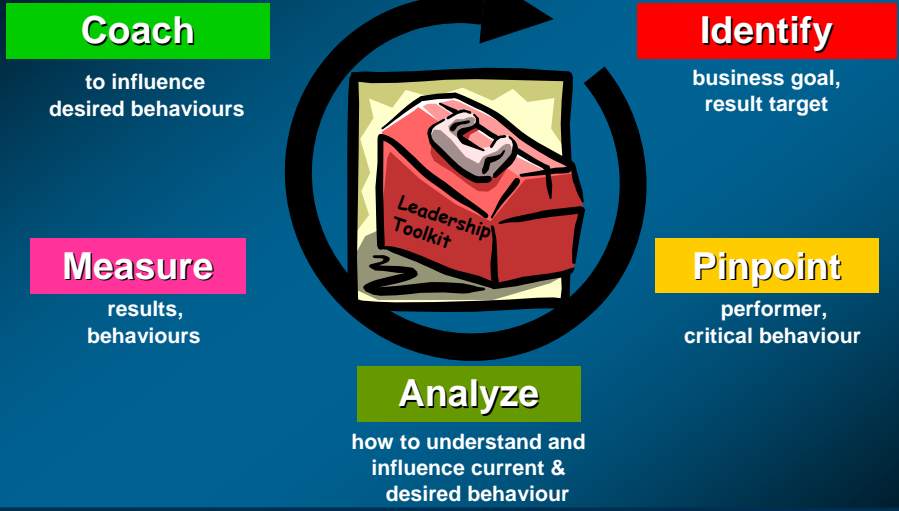


SOURCE: The Prime Solution – Closing the Value Gap
Jeff Thull

Where are your skills today?

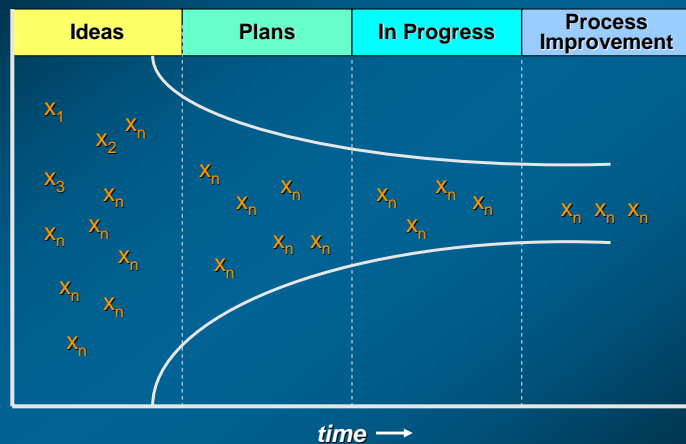


Get the skills you need

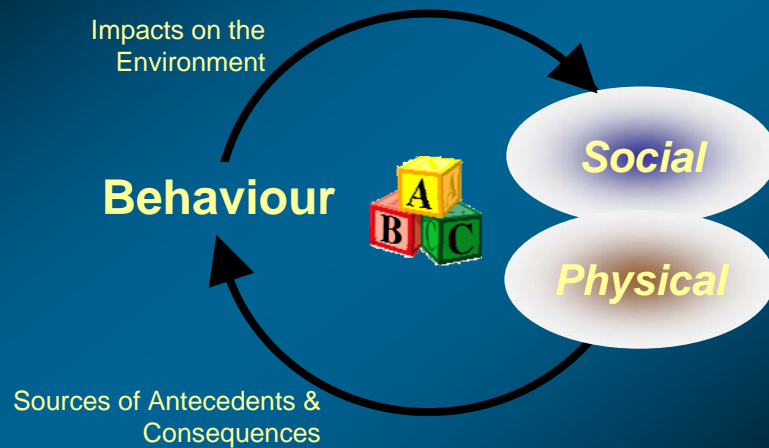


SOURCE: BSN Conference 2005 Keynote address
Bill Redmon

Plans do not produce results



A change in your behaviour changes the environment



Backed by over 80 years of research.

Learn to manage the conditions that drive effective behaviour



Bill Redmon says....
“...my bet is on feedback “

