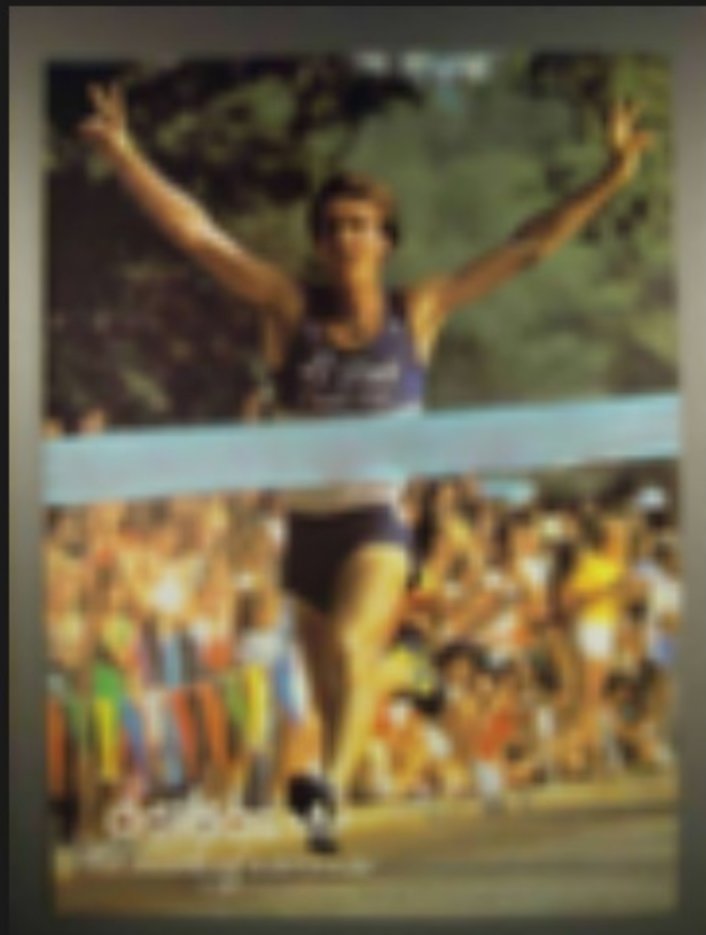


This Doesn't Ad Up:

Failing At Change & Trying Different



The Finish Line

There is an ending.

We know where it is.

Nothing else matters.



A Straight Line

It's the shortest distance!

Two points, one line.

Perfect efficiency.



No Steps Off The Line Never Backwards

Each step must lie on the straight line.

A step is not allowed to change a
previous step's subject.

We must never make a mis-step.

We must never make a re-step.

Far Far Away

All of these ideas work just fine,
provided that the finish line is
nearby.

But no modern app is right nearby.



The Process Machine

Humans, Procedures, Computers

Arranged In A Flow Graph

Unambiguous Rules Will Make It Work

It's A Better Machine

PLANT...
PRODUCT...
PROCESS

analyzed, controlled,
by Librascope...



Librascope is the pioneer in providing
the most advanced process control systems
for the chemical industry.

LIBRASCOPE

THE LIBRASCOPE SYSTEMS COMPANY
A DIVISION OF THE LIBRASCOPE CORPORATION



The Human Part

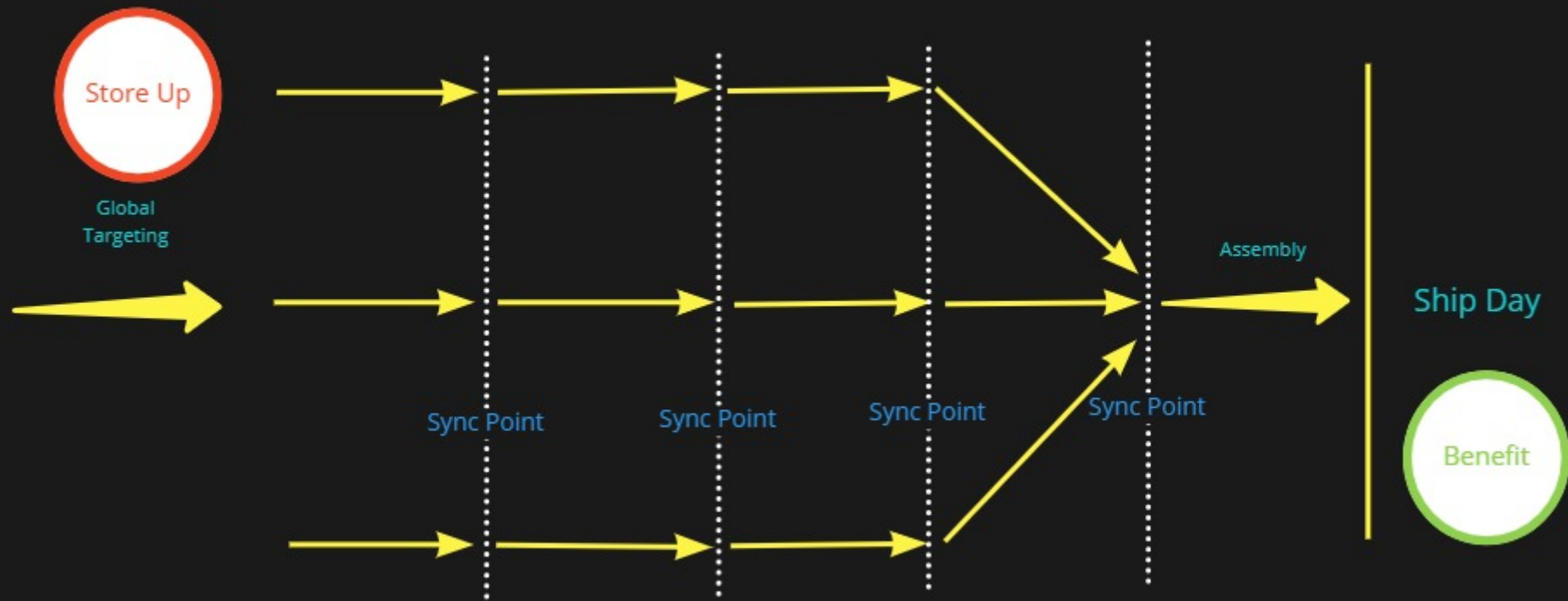
Humans are fancy machines.

Humans are interchangeable.

They don't get bored, tired, or distracted.

They will do whatever you want.

In Theory



In Practice

High investment creates high stakes.

Parallelism creates wait-states & errors.

Big-bang benefit doesn't motivate.

Humans underperform when they're parts.



Try Harder

Our will failed.

We need more discipline.

Just remember these rules.

Interlude: What Are We Changing?

Our Code

Our Selves

Our Process

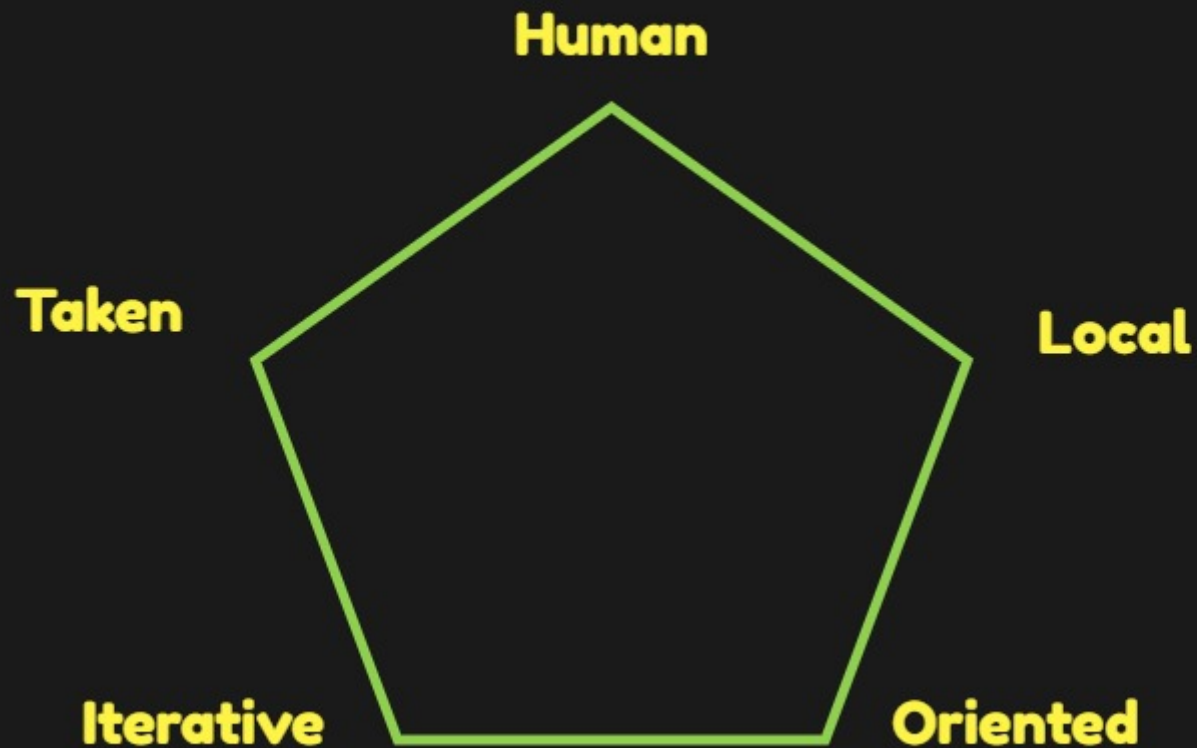
Our Team

Our Organization

Our Trade

Our World

The Change-Harvesting Approach





Little things count big...

It's the little things that count... the things that make a difference in the way you feel about your car. The things that make you smile when you get into your car.

That's why we've made it so easy for you to get the most out of your car. We've made it so easy for you to get the most out of your car.

And that's why we've made it so easy for you to get the most out of your car. We've made it so easy for you to get the most out of your car.

That's why we've made it so easy for you to get the most out of your car. We've made it so easy for you to get the most out of your car.

You're in good hands at your Ford Dealer's

Smaller Steps Increase Efficiency

Lower Investment

Rhythmic Reward

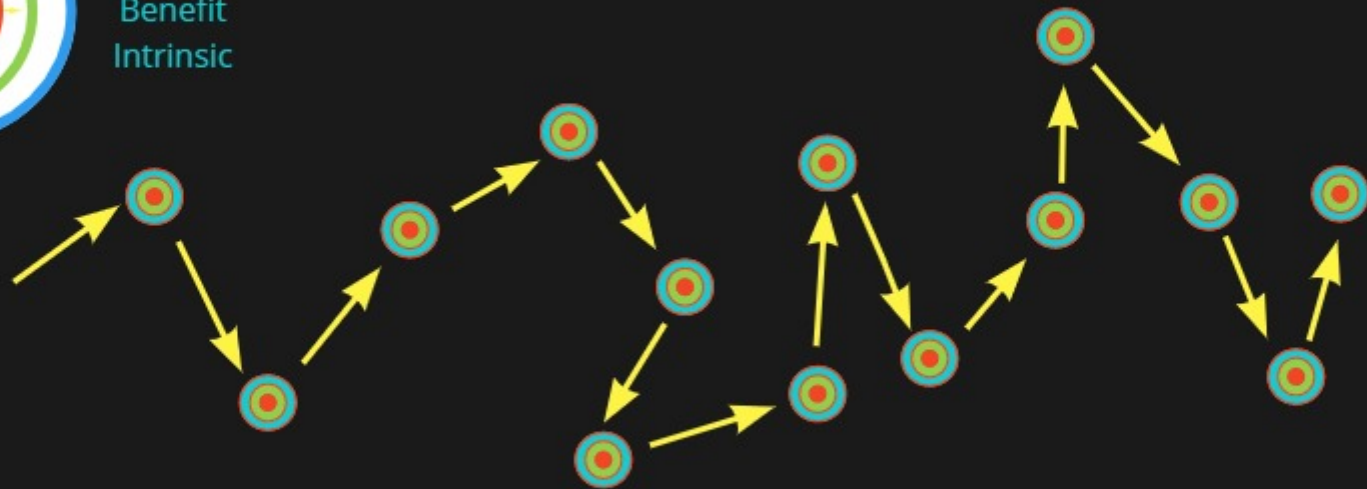
Reduced Mental Bandwidth

Interruptibility & Steerability

The Change-Harvesting Approach



Cost
Benefit
Intrinsic



FEEL the difference!



When you use Persil woolens, each fiber is treated with special Persil action and is kept in its natural softness. It's why Persil woolens are softer than woolens washed with other detergents.

When you buy Persil woolens, you'll find the same softness of feel. The Persil detergent has gently cleaned woolens and kept them soft all winter long.

Try Persil woolens. You'll love the softness!

PERSIL keeps woollens soft!

kinther zu händle feel!

Experiences Change Behavior

Focus on getting to experiments.

Scout ahead.

How's it feel when it's working?

Avoid numbers until you have confidence.



Easiest Nearest Owwie First

Clear the brush before the trees.

Build the habits of change &
of winning.

Create circles of trust.

The landscape isn't 3D.

Try Different, Not Harder

Take many more much smaller complete steps

Use experiences to change behavior

Work the easiest nearest oowie first.

Human, Local, Oriented, Taken, Iterative

Make the World Better