

# Nine Immutable Principles of Lean-Agile Development

*Values, Principles, and Practices  
Drive Business Results*



**AGILE 2015** AUG 3-7  
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*By Dean Leffingwell*

V3.0.2

# The Management Challenge



*It is not enough that management commit themselves to quality and productivity, they must know what it is they must do.*

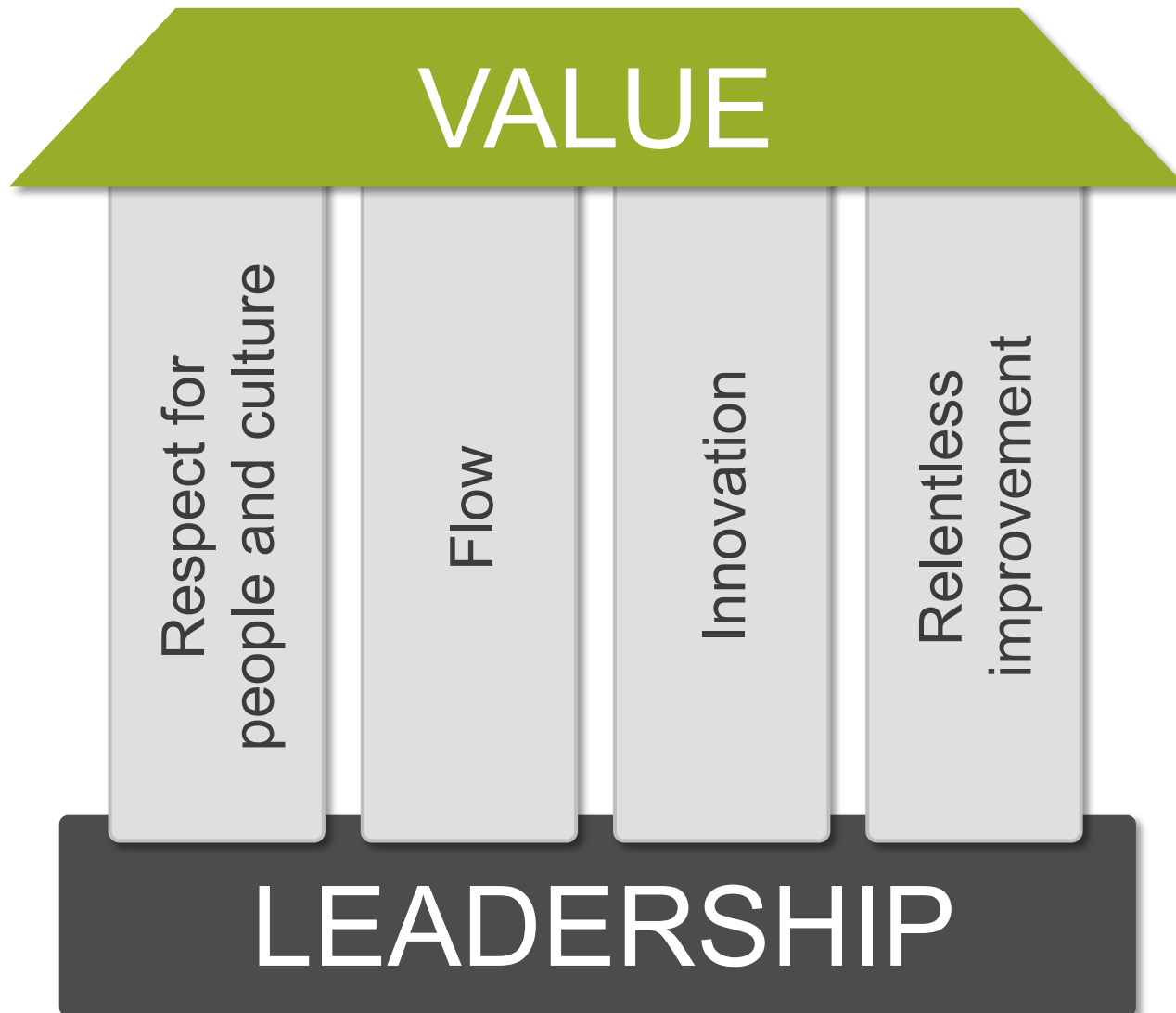
*Such a responsibility cannot be delegated.*

*—W. Edwards Deming*

*“...and if you can't come, send no one”*

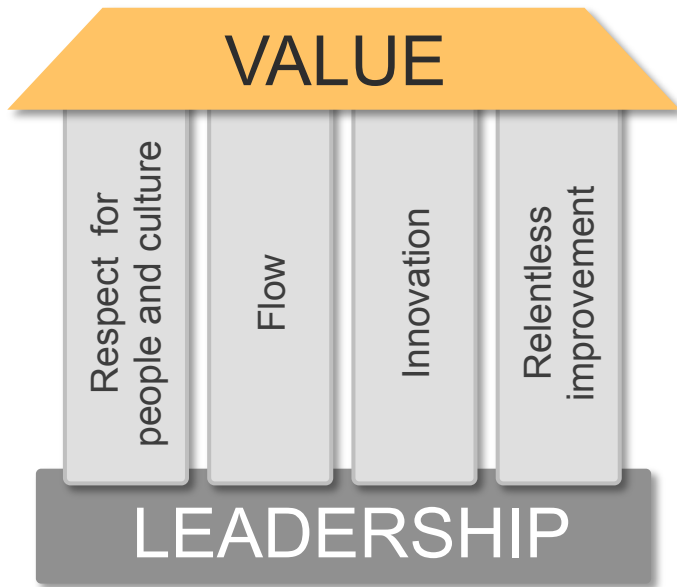
*—Vignette from Out of the Crisis, Deming, 1986*

**Values Come First**





# Purpose

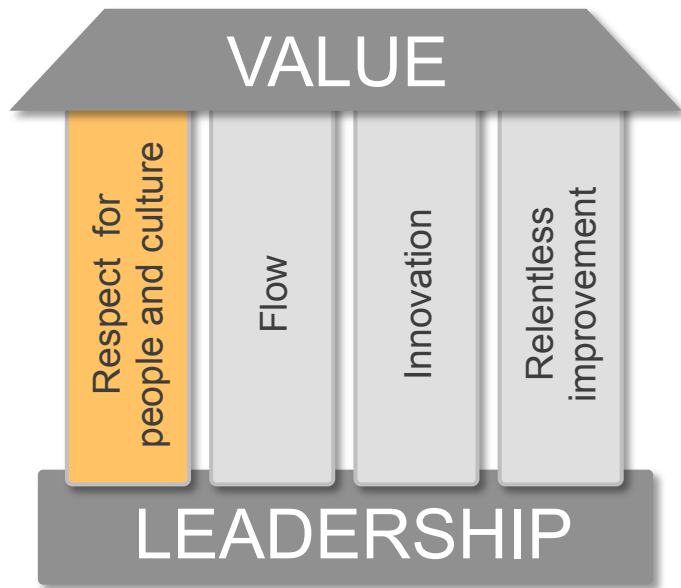


*There is only one boss. The customer. And he can fire everybody in the company.*

—Sam Walton

- ▶ Achieve the sustainably shortest lead time with
  - ▶ Best quality and value to people and society
  - ▶ High morale, safety, customer delight

# Respect for People and Culture



*Culture eats strategy  
for breakfast.*

—Peter Drucker

- ▶ People do all the work
- ▶ Your customer is whomever consumes your work
  - ▶ Don't overload them
  - ▶ Don't make them wait
  - ▶ Don't force them to do wasteful work
  - ▶ Don't impose wishful thinking
- ▶ Build long-term partnerships based on trust
- ▶ Cultural change comes last, not first
- ▶ To change the culture, you have to change the organization

# The Agile Manifesto

We are uncovering better ways of developing software by doing it and helping others do it.

**Through this work we have come to value:**

**Individuals and interactions** over processes and tools

**Working software** over comprehensive documentation

**Customer collaboration** over contract negotiation

**Responding to change** over following a plan

That is, while there is value in the items on the right, we value the items on the left more.

[agilemanifesto.org](http://agilemanifesto.org)

# Nine Immutable Principles of Lean-Agile Development at Enterprise Scale

# The Management Challenge

*The notion that “our problems are different”, is a disease that affects western management.*

*They may be different, to be sure, but the principles that will help to improve quality of product and service are universal in nature.*

*—W. Edwards Deming*



# SAFe® Lean-Agile Principles

#1-Take an economic view

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#2-Apply systems thinking

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#3-Assume variability; preserve options

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#4-Build incrementally with fast, integrated learning cycles

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#5-Base milestones on objective evaluation of working systems

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#6-Visualize and limit WIP, reduce batch sizes, and manage queue lengths

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#7-Apply cadence, synchronize with cross-domain planning

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#8-Unlock the intrinsic motivation of knowledge workers

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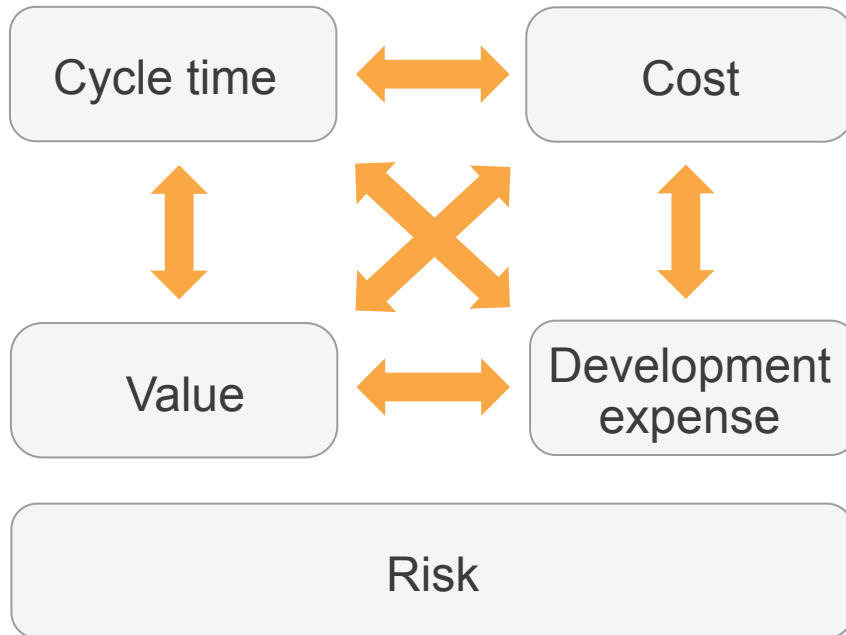
#9-Decentralize decision-making

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**#1 - Take an economic view**

# Base Decisions on Economics

## Develop an economic framework for decision-making



- ▶ Empower local decision making
- ▶ Do not consider money already spent
- ▶ Sequence jobs for maximum benefit
- ▶ If you only quantify one thing, quantify the cost of delay

*“Understanding economics requires understanding of the interaction amongst multiple variables.”*

—Don Reinertsen, *Principles of Product Development Flow*



# Is it Only About Making Money?

[How We Help Children](#)[Success Stories](#)[About Us](#)[FAQ](#)[Privacy Notice](#)

Watch a video from Joel Lambert of Discovery Channel's Lone Target. Joel is a former Navy SEAL and a Children International sponsor.



## Find out if sponsorship is right for you.

We'll rush you the photo and family history of a special boy or girl who desperately needs your love and support.

**THERE'S NO COST, NO RISK and NO OBLIGATION.**

## Sponsor This Child Now Change His Life Forever

### Francisco Javier Desperately Needs Your Help!

His family's monthly income is only \$267. At 13 years of age, he has so much potential but needs your love and support.

[Sponsor Francisco Javier Now](#)

Your monthly sponsorship gift of \$28 will change Francisco Javier's life! Sponsorship will provide him with:

- Medical and Dental Care
- Educational Support
- Family Assistance
- Emergency Food as Needed
- Clothes, Shoes and More!

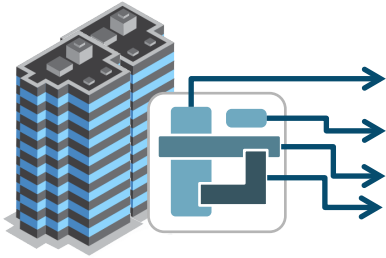
**Please sponsor Francisco Javier so he can escape poverty and achieve his dreams.**



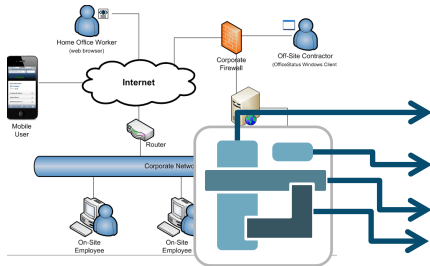
**Name:** Francisco Javier  
**Country:** Mexico  
**Age:** 13 (3/6/2002)  
**Lives with:** Parents

## #2 - Apply systems thinking

# Systems Thinking

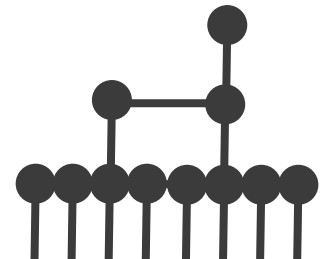


*The enterprise that builds systems is, itself, a system*



*The systems the enterprise builds are systems, too*

- ▶ Complex systems development requires disciplined, systematic, systems thinking
- ▶ Optimizing a component does not optimize the system
- ▶ The value of a system passes through its interconnections
- ▶ A system can evolve no faster than its slowest integration point
- ▶ Understand and optimize the full value stream



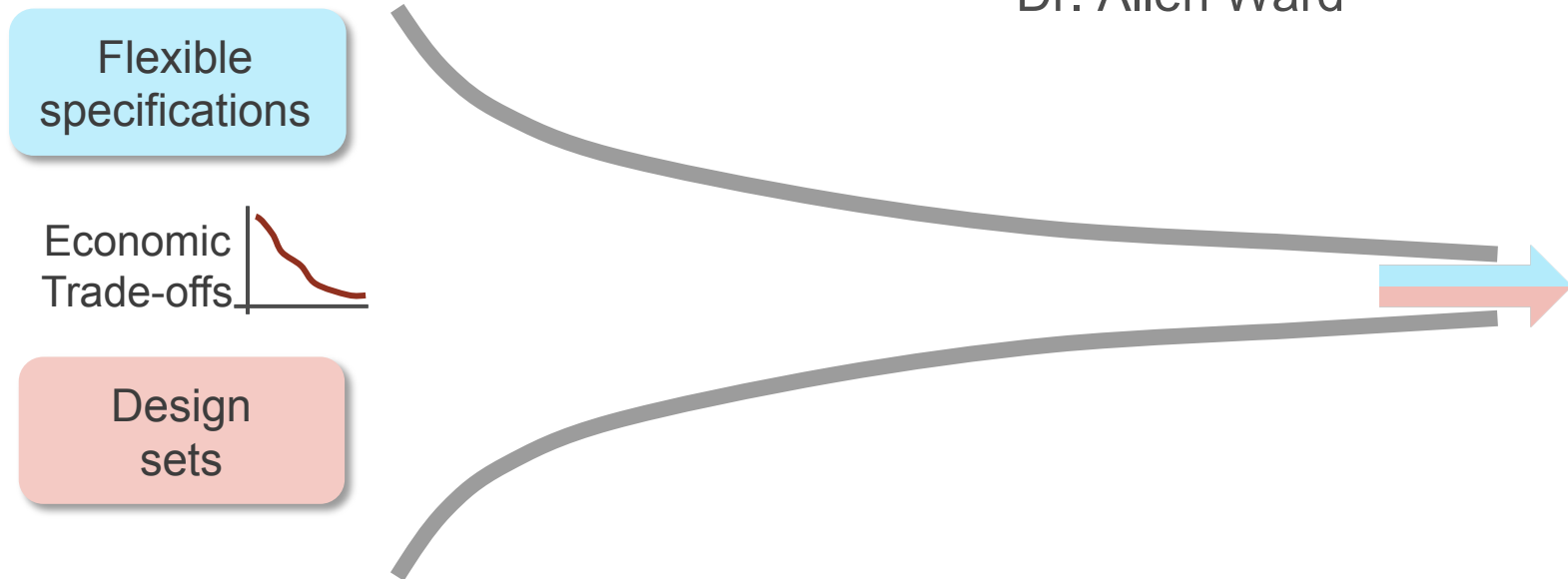
**#3 - Assume variability;  
preserve options**

# Development Occurs in an Uncertain World

*Aggressively evaluate alternatives.*

*Converge specifications and solution sets.*

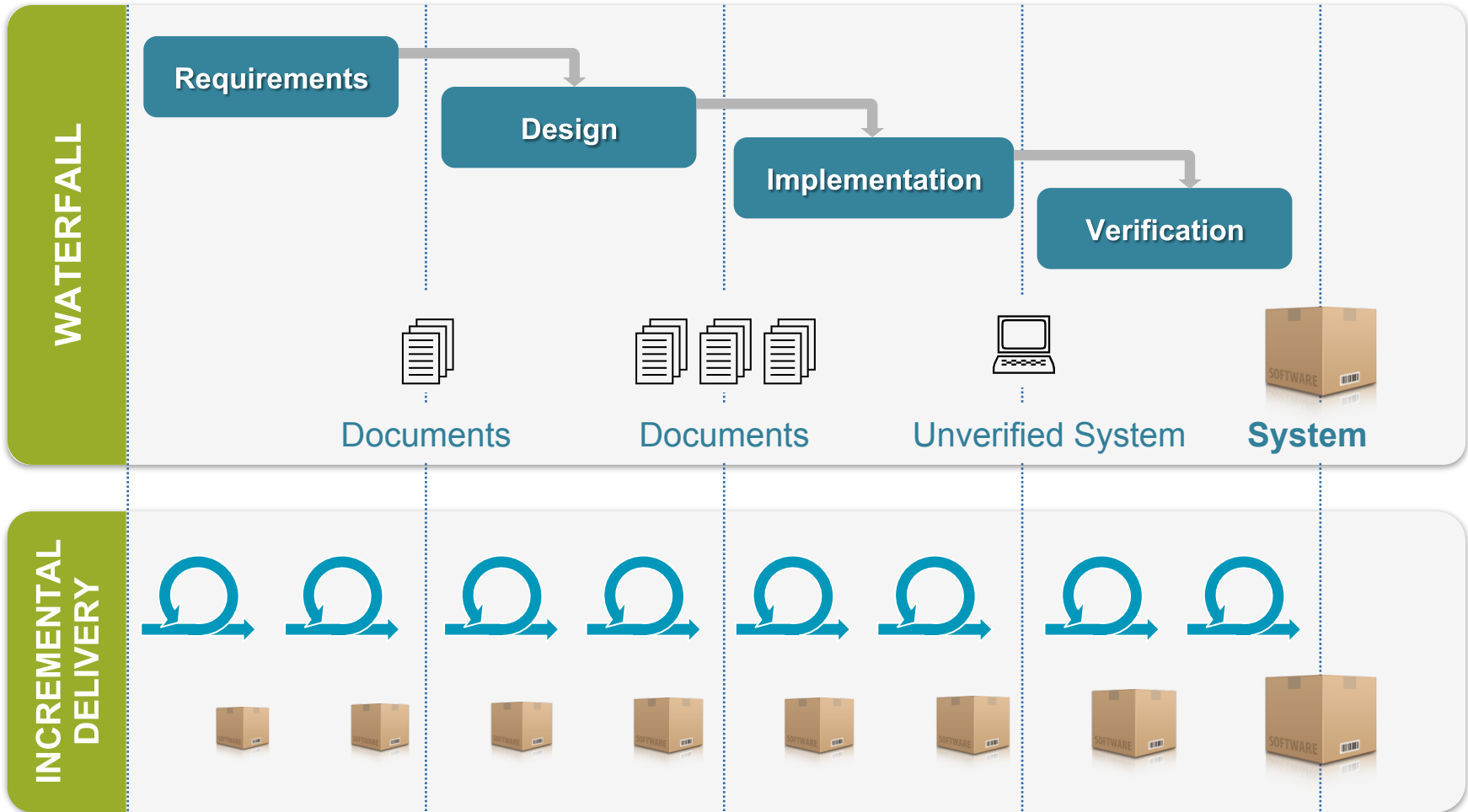
—Dr. Allen Ward



- ▶ You cannot possibly know everything at the start
- ▶ Requirements must be flexible to economic design choices
- ▶ Designs must be flexible to changing requirements
- ▶ Preservation of options improves economic results

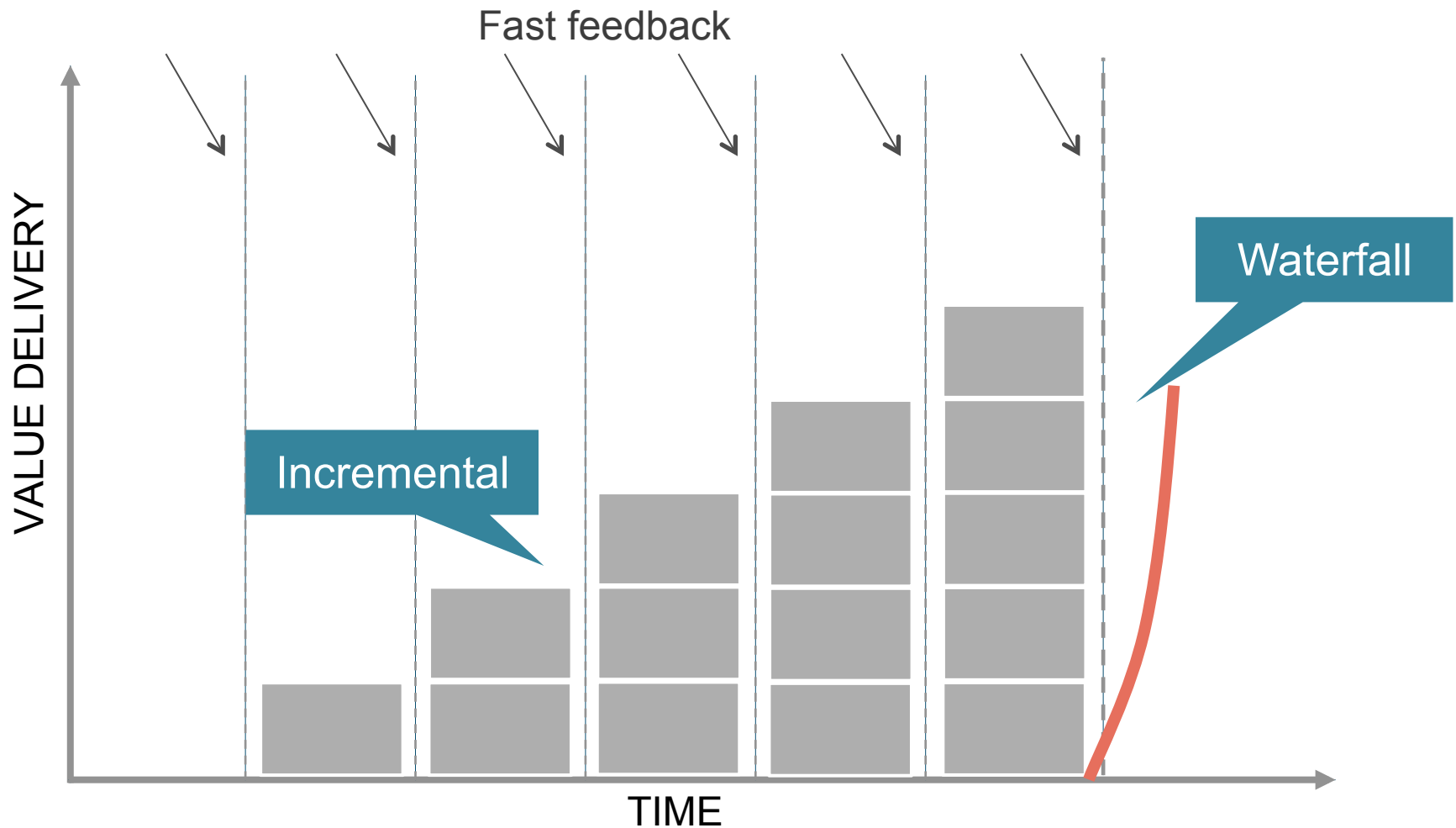
**#4 - Build incrementally with fast,  
integrated learning cycles**

# Build Incrementally. Accelerate Value Delivery.



# Achieve Better Economic Value

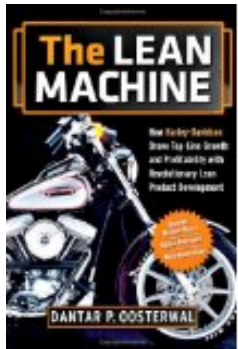
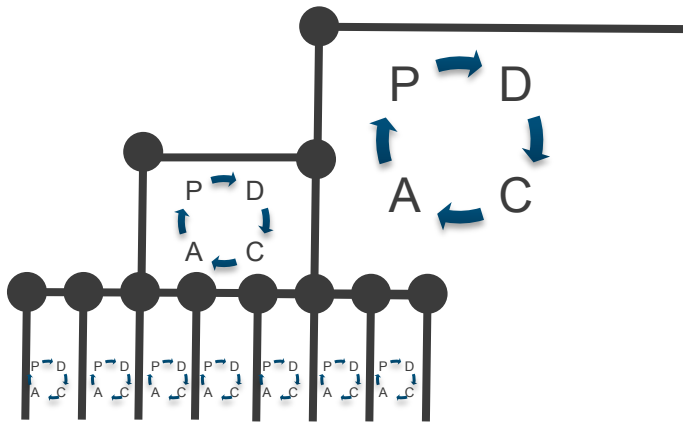
Early delivery provides fast value with fast feedback





# Integrate and Test Frequently

*Integration points control product development*  
—Dantar P. Oosterwal

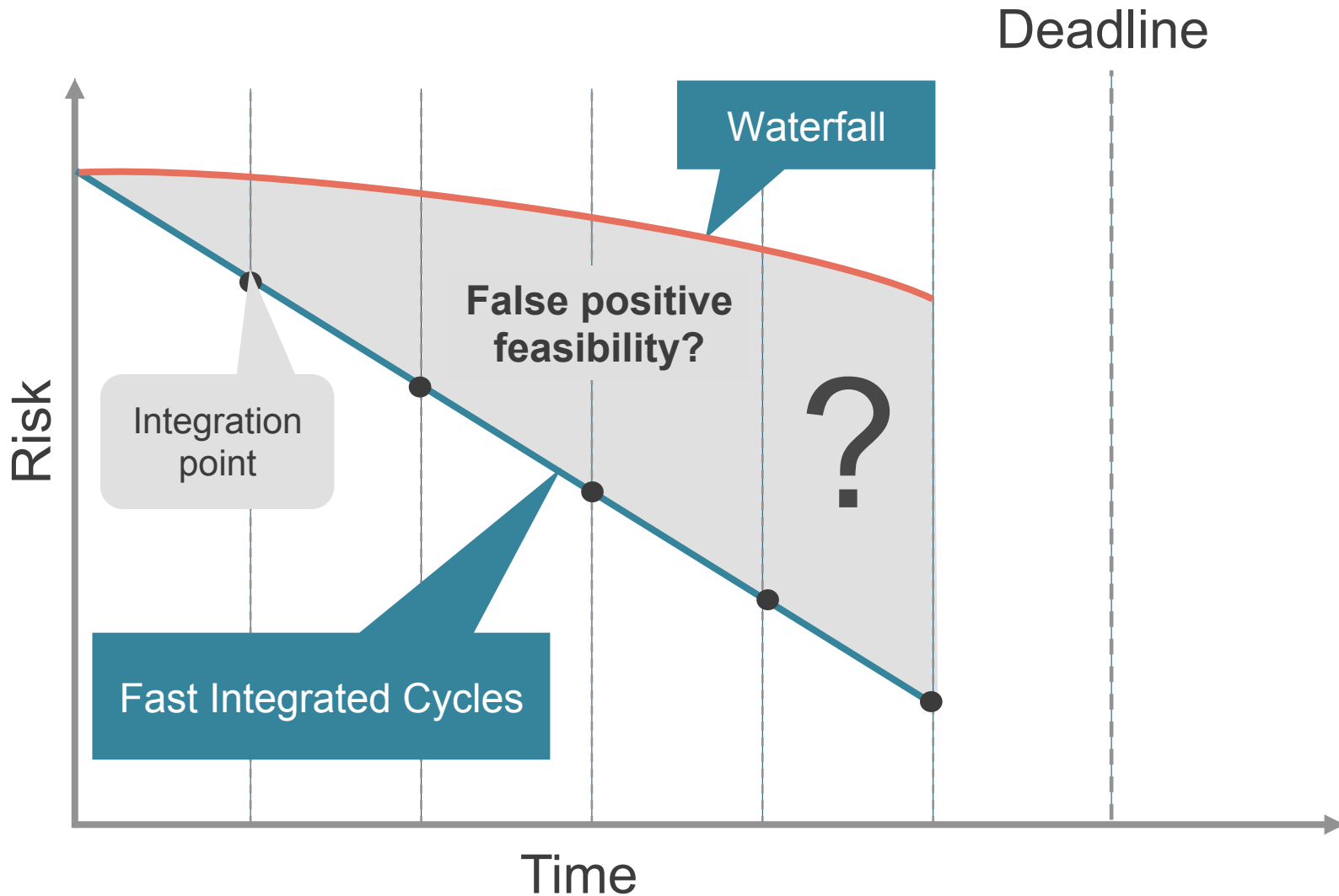


*The Lean Machine:  
How Harley Davidson Drove  
Top-Line Growth and  
Profitability with  
Revolutionary Lean  
Product Development*

—Dantar P. Oosterwal

- ▶ Integration points are pull events that accelerate learning
  - Routine communication
  - Reduce variation
  - Objective evaluation
- ▶ Development can proceed no faster than the slowest learning loop
- ▶ Improvement comes through *synchronization* of design loops and *faster learning cycles*

# Reduce Risk



# #5 - Base milestones on objective evaluation of working systems

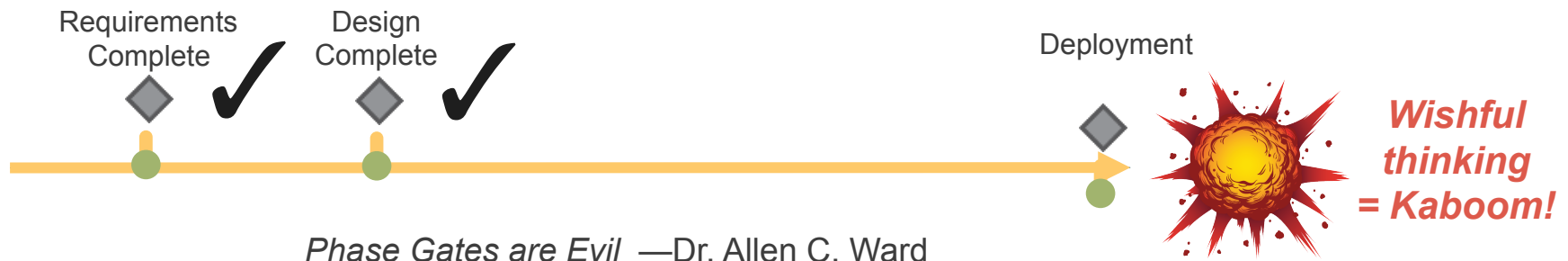
# The Problem of Phase-Gate Milestones

*There was in fact no correlation between exiting phase gates on time and project success...the data suggested the inverse might be true.*

—Lean Machine

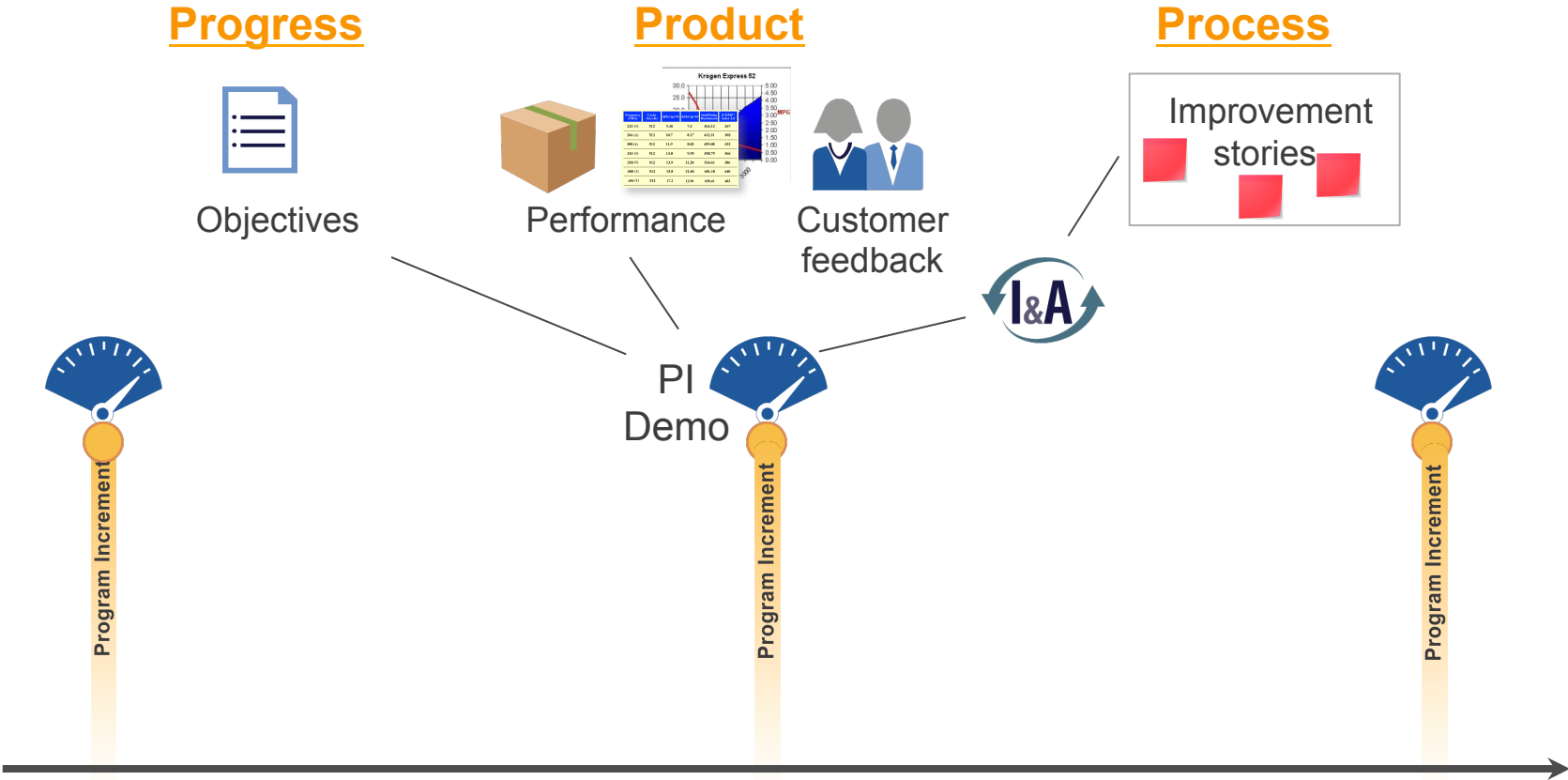
- ▶ Force too early design decisions; encourages false positive feasibility
- ▶ Assumes a “point” solution exists and can be built right the first time
- ▶ Creates huge batches and long queues; centralizes requirements and design in program management

*You probably have them; the question is how to start to eliminate them, or how to control the damages*



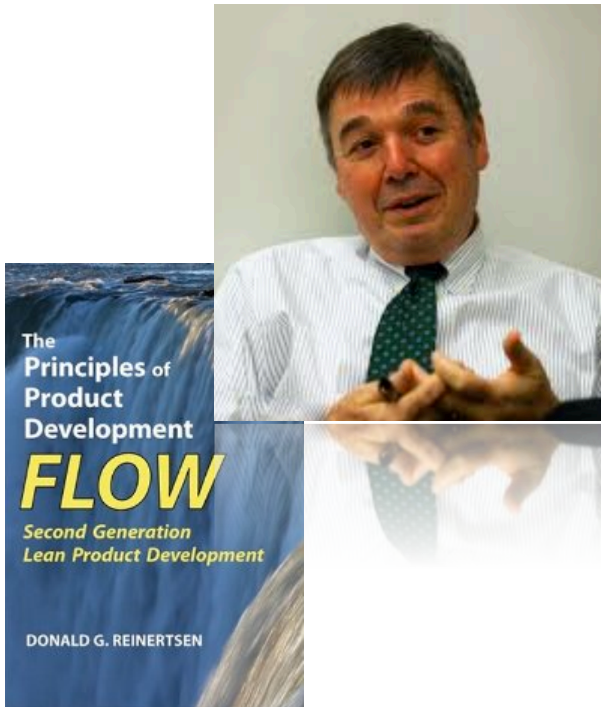
# Apply Objective Milestones

PI Demos are orchestrated to deliver objective metrics



#6 - Visualize and limit WIP, reduce batch sizes, and manage queue lengths

# Product Development Flow



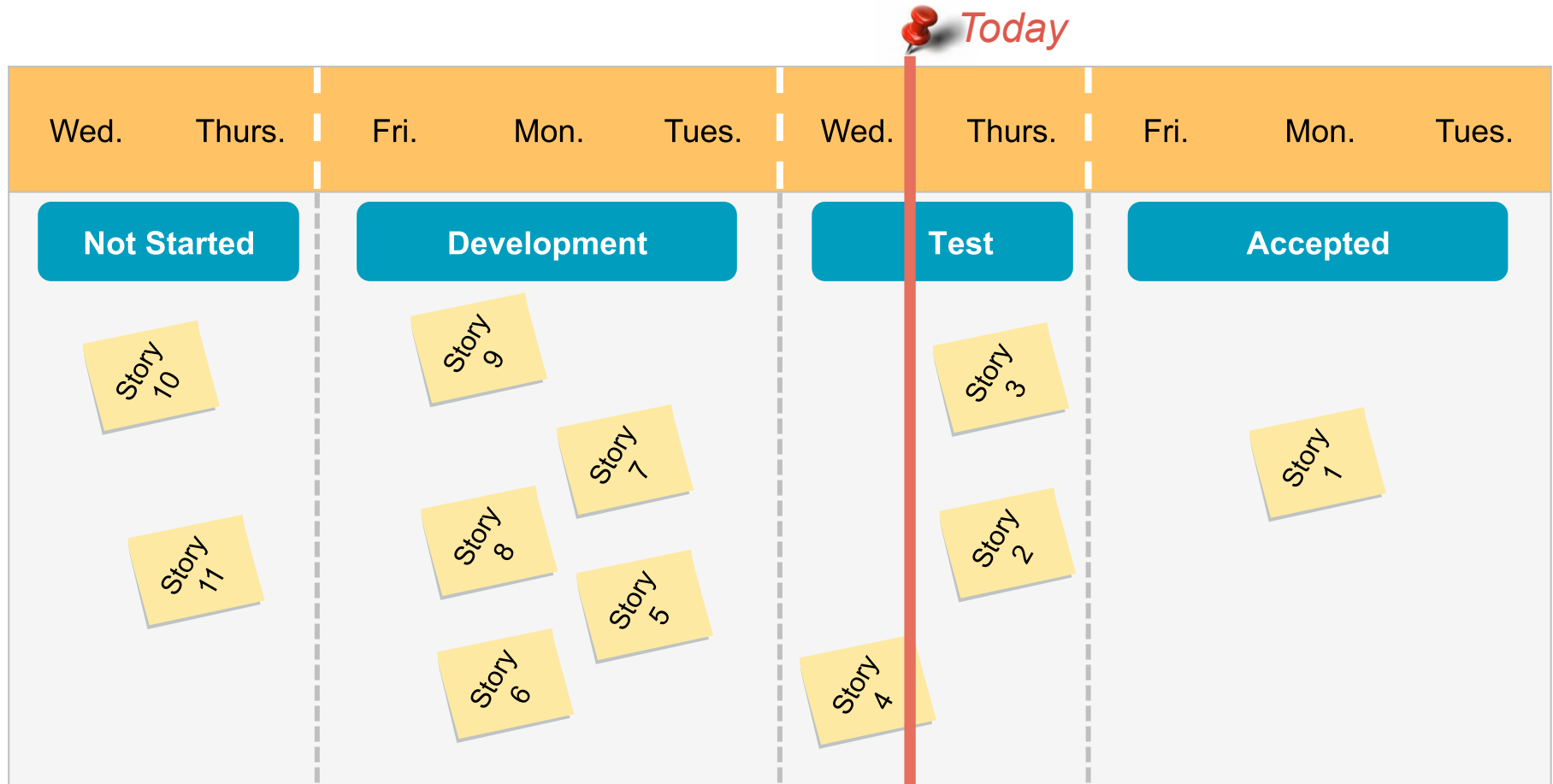
*Principles of Product Development Flow,*  
Don Reinertsen

*Today's development processes typically deliver information asynchronously in large batches. Flow-based processes deliver information in a regular cadence of small batches.*

—Don Reinertsen

# Visualize and Limit WIP

## One team's Big Visible Information Radiator



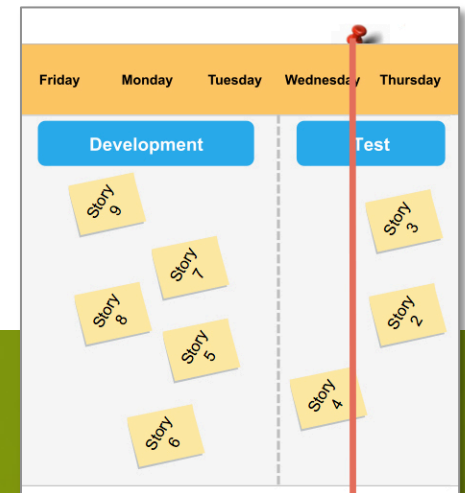
How is this team doing? How do you know that?



# Exercise – WIP Constraints

Consider the *BVIR* on the prior page, then discuss:

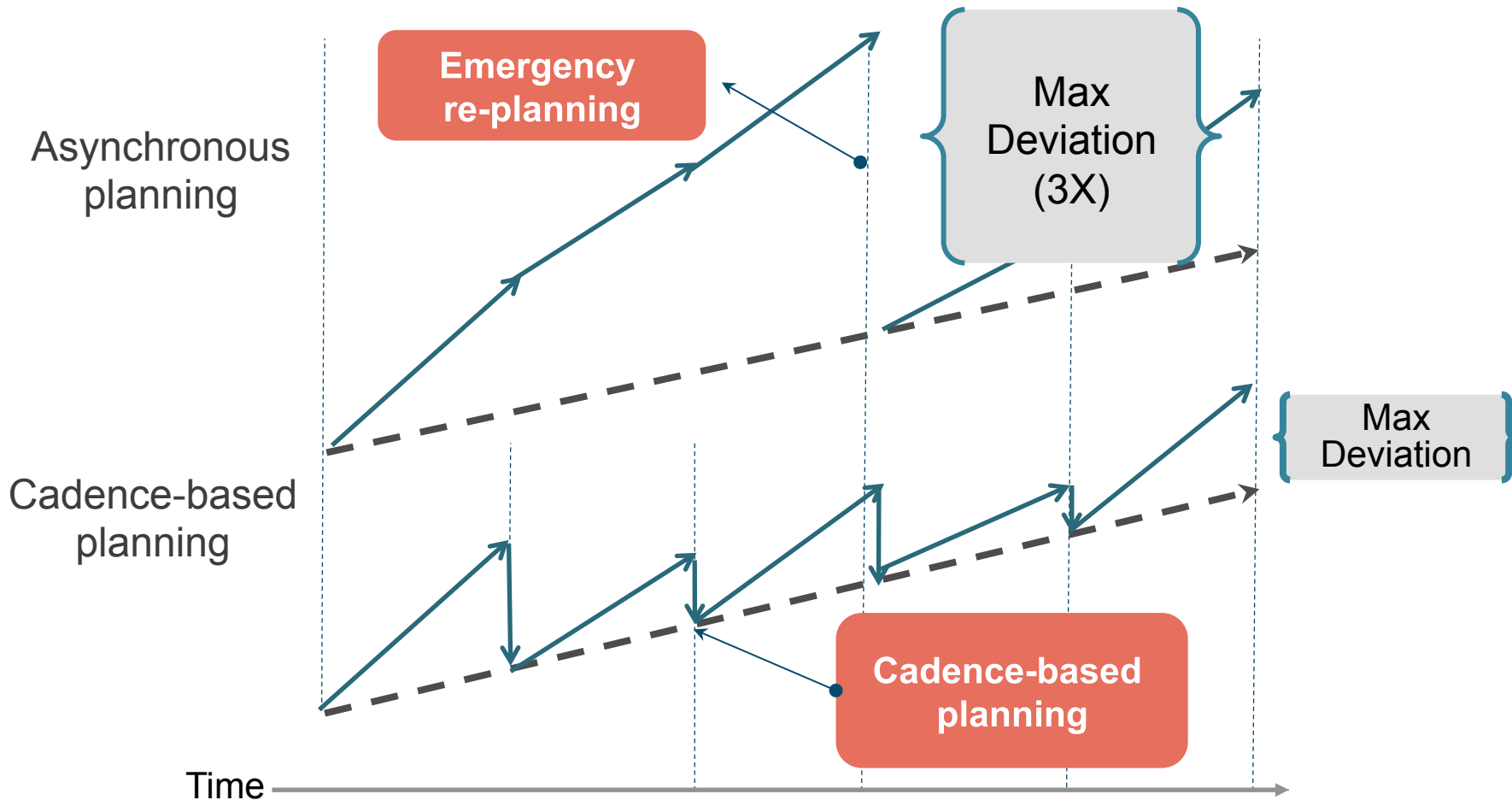
1. What would the effect be of a three-story WIP constraint on Development and Test?
2. You are a developer. You just finished story 6. What would you do if:
  - a. There is no WIP constraint
  - b. The three-story WIP constraint is in place
3. Which scenario has the highest throughput?



**#7-Apply cadence; synchronize  
with cross-domain planning**

# Control Variability with Planning Cadence

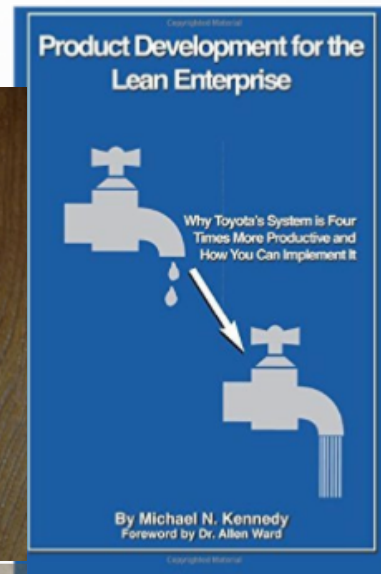
Cadence-based planning limits variability to a single interval



*Principles of Product Development Flow, Don Reinertsen*

*Future product development tasks can't be pre-determined. Distribute planning and control to those who can understand and react to the end results.*

*— Micheal Kennedy, Product*



# Synchronize with Cross-Domain Planning

- ▶ All stakeholders face-to-face, (but typically multiple locations)
- ▶ Management sets the mission, with minimum possible constraints
- ▶ Requirements and design happen
- ▶ Critical stakeholder decisions are accelerated
- ▶ Teams create—and take responsibility for—plans



# Can You do it in One Minute?

[Video: “Release Planning in One Minute”]

*Watch for the video to be posted by Agile Alliance.*

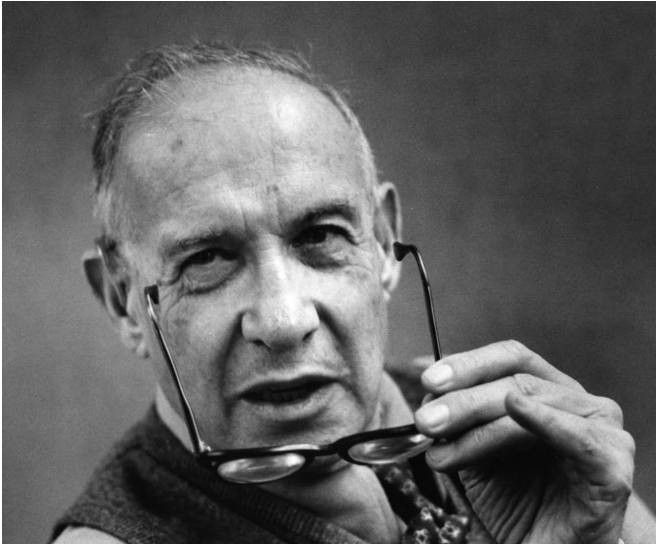
# #8 - Unlock the intrinsic motivation of knowledge workers



# It's a Volunteer Workforce!

*Workers are knowledge workers if they know more about the work they perform than their bosses.*

—Peter Drucker



Permission: The Drucker Institute at  
Claremont Graduate University

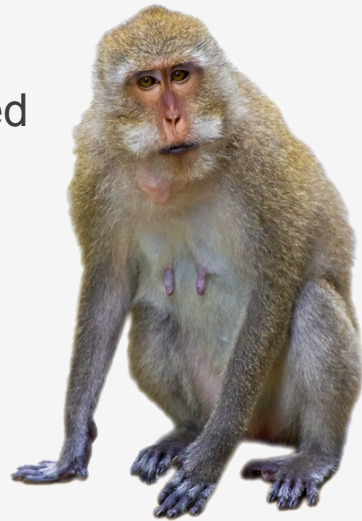
- ▶ Workers themselves are best placed to make decisions about how to perform their work.
- ▶ To effectively lead, the workers must be heard and respected.
- ▶ Knowledge workers have to manage themselves. They have to have autonomy.
- ▶ Continuing innovation has to be part of their work, the task, and the responsibility of knowledge workers.



# Drive: The Puzzling Puzzles of Harry Harlow

## The 1949 Experiment

- ▶ Eight rhesus monkeys for a two week experiment on motivation and learning
- ▶ Puzzles were placed in their cages



## Results

- ▶ Unprompted, the monkeys solved the puzzles on their own
- ▶ An interesting and not understood phenomenon
- ▶ As a motivator, raisins were added as rewards
- ▶ **Result:** the monkeys made more errors and solved the problems less frequently

*“It appears that the performance of the task provides its own intrinsic reward ... this drive ... may be as basic as the others ... ”*

Source: *Drive: The Surprising Truth About What Motivates Us*, Daniel H. Pink.

# #9 - Decentralize decision-making

# Decentralize Decision-Making

Empowerment is the ability to responsibly make decisions

- ▶ Centralize decisions that:
  - Are infrequent, long-lasting and have significant economies of scale
- ▶ Decentralize others:
  - Frequent and time critical decisions require rapid response
  - Local decisions have better local information
- ▶ Define the economic logic behind a decision; empower individuals and teams to actually make them

*Any inefficiency of decentralization costs less than the value of faster response time.*

*—Principles of Product Development Flow, Don Reinertsen*

# Try this at home!

1. Consider three significant decisions you are currently facing
2. Rate each item using the table below
3. Would you centralize or decentralize the decision?

Decision	Frequent?	Time-critical?	Economies of scale?	Total
	Y=2 N=0	Y=2 N=0	Y=0 N=2	

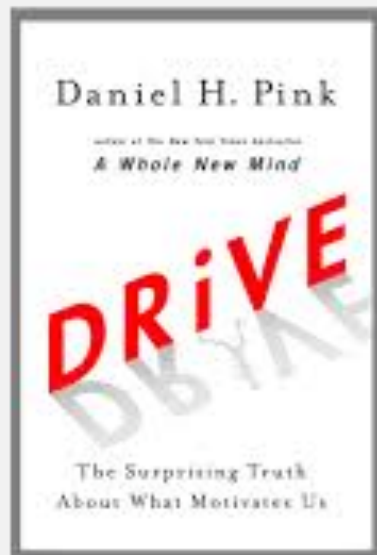
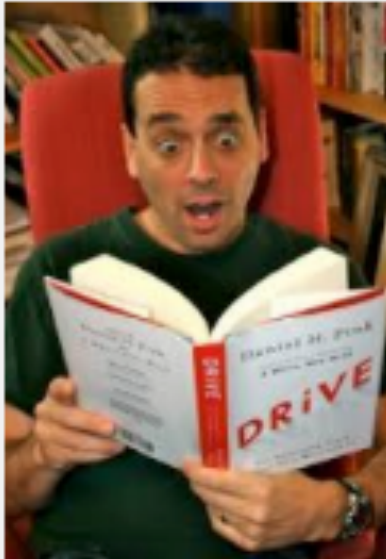
Scale: 0-2 (Low to high)  
Then add the total: 0-3: Centralize; 4-6: Decentralize

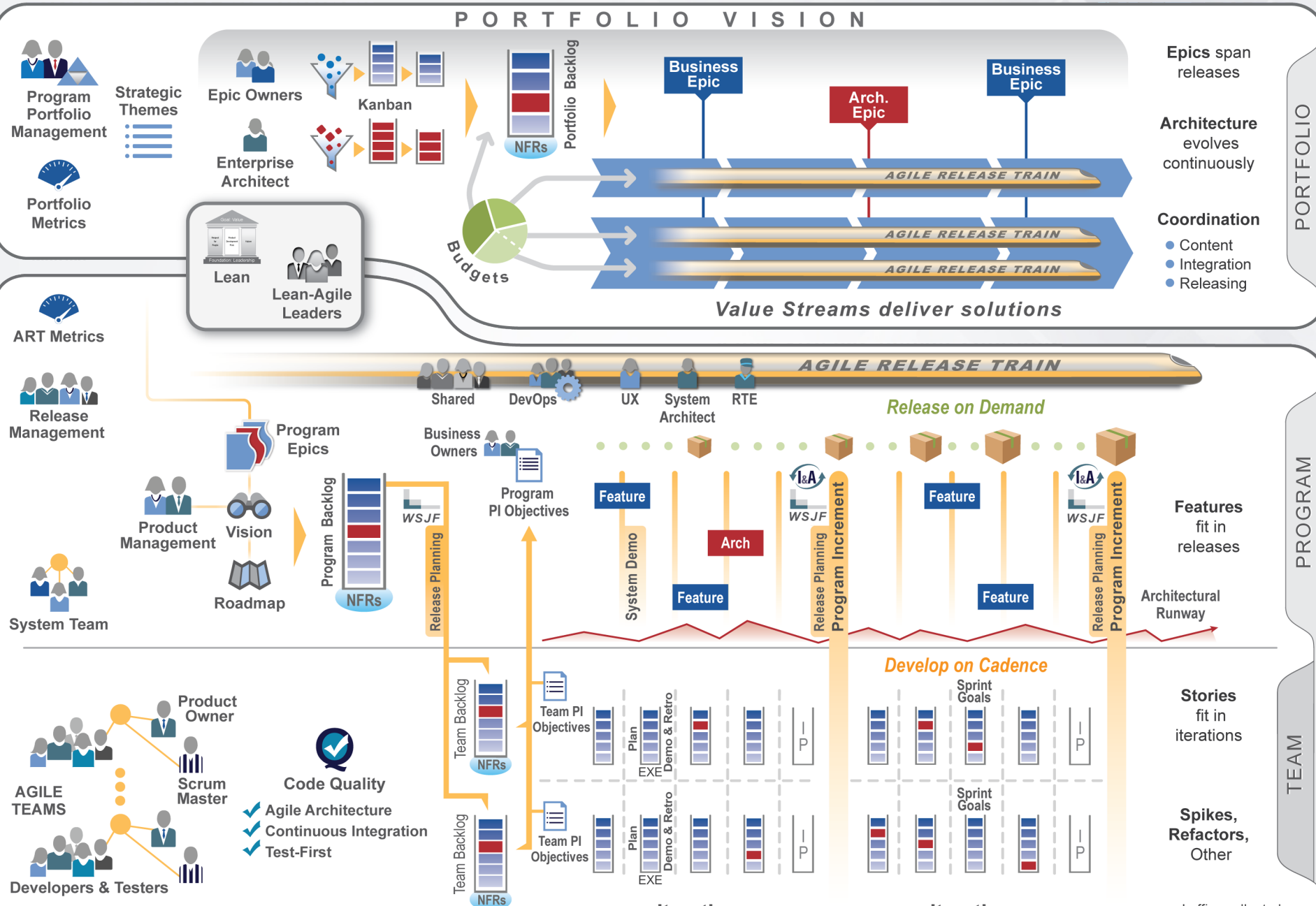


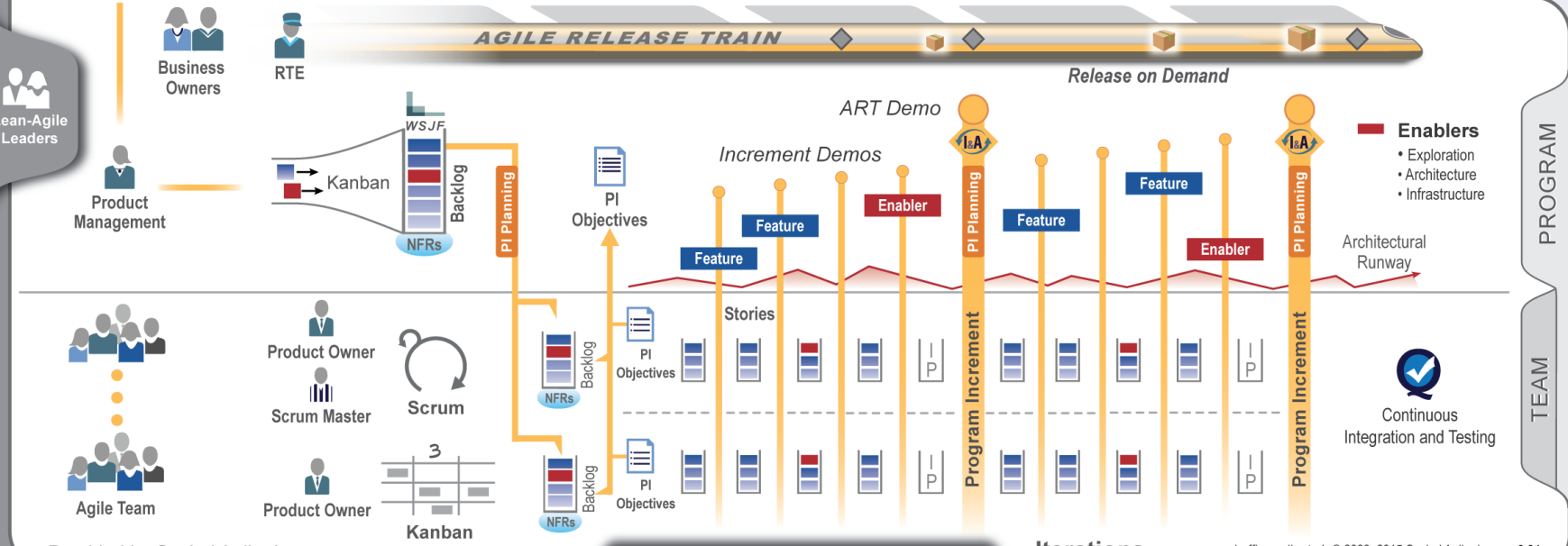
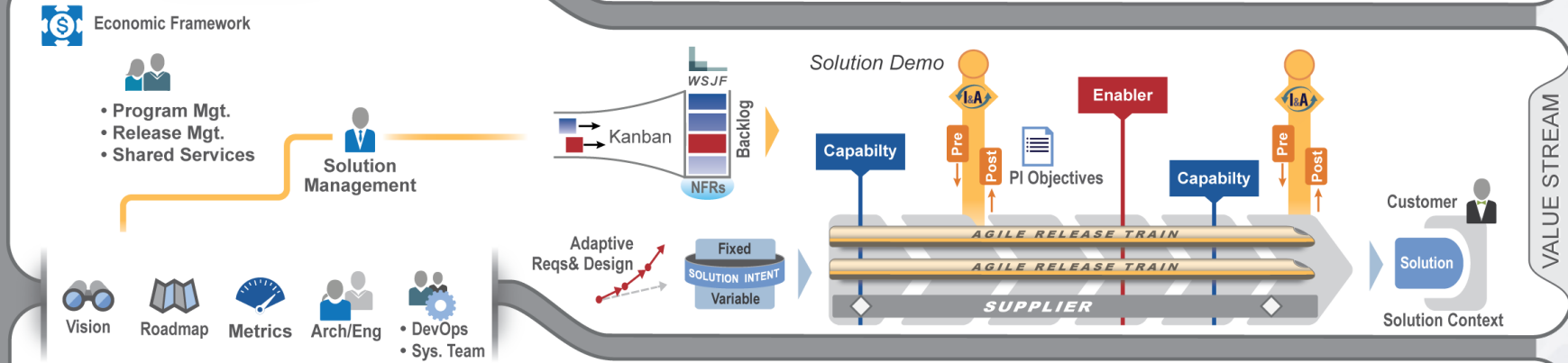
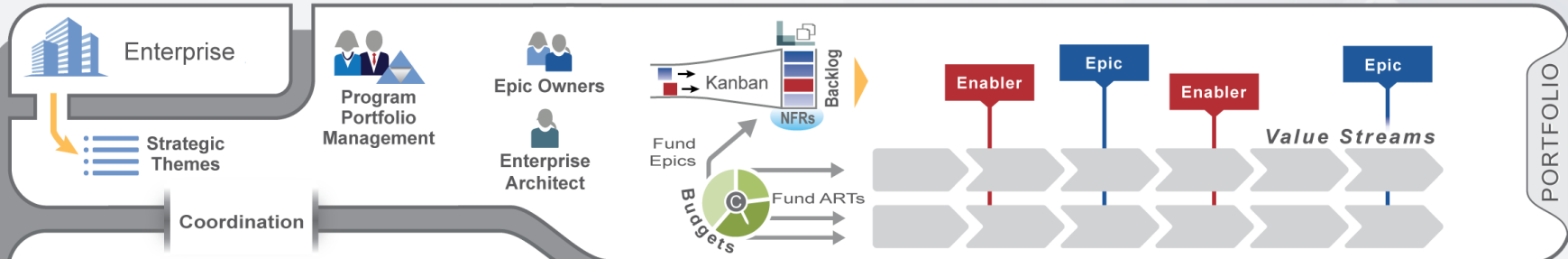
# Principles are great, but...

*Clarity on how to think, without clarity on how to act, leaves people unmoved.*

—Dan Pink







Collapse

PORTFOLIO

VALUE STREAM

PROGRAM

TEAM

Coming Soon (ish) SAFe 4.0!



# Questions?

