THE ANSWER IS THE QUESTION

"Accomplished Top of Mountain" by Thoroughly Reviewed is licensed under CC BY

90 SECONDS: MEET SOMEONE NEW

"DOA SPEED DATING - ASC 2008" by Fliipr Supercool is licensed under CC BY
Bernie Maloney, CST
PE, CSM, CSPO

Agile Coach
Accelerating Genius

Turning Strategies into Results
From Startup to Beyond $100M

OUTLINE
Getting into State

Picking up on Cues

Getting Beyond the Boundaries

Taking the Leap: Synthesizing & Applying
GETTING INTO THE LEARNING STATE

DROP INTO PERIPHERAL VISION

Peripheral

Fovial

Hakalau (hock allow)
"Music - Omar Sosa and Quarteto AfroCubano at BRIC" by Steven Pisano is licensed under CC BY
"crosseyed girl.png" by Hendrik Dacquin is licensed under CC BY
PICKING UP ON CUES

COMMUNICATION GOES (WAY, WAY, WAY) BEYOND WORDS
E.G. RAY BIRDWHISTLE, UNIVERSITY OF PENNSYLVANIA
“Happy chappy” by Tom Poppon is licensed under CC BY

“Sad” by Adam Mlirowski is licensed under CC BY SA
PAIR EXERCISE:

ONE PERSON = SUBJECT
OTHER PERSON = OBSERVER

SUBJECT: THINK OF
• SOMEONE YOU DO LIKE; THEN STOP &
• SOMEONE YOU DON’T LIKE; THEN STOP &
• EITHER ONE OR THE OTHER WHILE OBSERVER OBSERVES & GUESSES

THEN SWITCH ROLES
ANY QUESTIONS?

*Any Questions?* by Matthias Ripp is licensed under CC BY

ANY QUESTIONS?

*Enrapt* by Micah Sittig is licensed under CC BY
GETTING BEYOND THE BOUNDARIES (CARTESIAN COORDINATES)

"Binoculars" by vestman is licensed under CC BY

We can’t solve problems by using the same kind of thinking we used when we created them.

-- Albert Einstein

"Einstein manejando una marioneta de Einstein" by Recuerdos de Pandora is licensed under CC BY-SA
A tool to loosen boundaries: Cartesian Questions

<table>
<thead>
<tr>
<th>Theorem</th>
<th>Converse</th>
</tr>
</thead>
<tbody>
<tr>
<td>AB</td>
<td>~AB</td>
</tr>
</tbody>
</table>

Example:
- What would happen if you did (do X)?
- What wouldn't happen if you did (do X)?

Inverse
A^~B
Example:
- What would happen if you didn't (do X)?
- What wouldn't happen if you didn't (do X)?

Non-Mirror Image Reverse
~A^~B
Example:
- What wouldn't happen if you did (do X)?
- What wouldn't happen if you didn't (do X)?

NEW PAIR EXERCISE:

ONE = CLIENT; OTHER = COACH

CLIENT: PRESENT A PROBLEM

COACH: USE CARTESIAN QUESTIONS

CONNECT CLIENT WITH MOTIVATION FOR SOLVING, PAIN OF PROBLEM & / OR WHAT MIGHT HAVE BEEN HIDDEN

THEN SWITCH ROLES THEN BRIEFLY DISCUSS INSIGHTS
PERCEPTUAL POSITIONS

Coachee / Subject

1. Least Valuable

2. Most Valuable

3. Gives Context

Coach / Practitioner
TRIAD EXERCISE:
CLIENT; COACH; OBSERVER

CLIENT: POSES QUESTION

COACH & OBSERVER: HUDDLE, CONSTRUCT RESPONSE

COACH:
A) DELIVER RESPONSE;
B) FIND OUT IF CLIENT THINKS QUESTION WAS ANSWERED;
C) RESTRUCTURE & REPEAT IF NEEDED

THEN ROTATE ROLES

“Haworth 1940s Weekend” by Bryan Ledgard is licensed under CC BY

DEBRIEF / DISCUSSION

“Debriefing” by tash lampard is licensed under CC BY
SUMMARY

Get into State

Pick up on Cues

Loosen up the Boundaries
(Cartesian Questions)

Take the Leap: Let go and Reply
(Perceptual Positions, Calibrate response)

“DOING AGILE APPEARS EASY”
DOING AGILE APPEARS EASY.
BEING AGILE TAKES DISCIPLINE & COURAGE.

Bernie Maloney
FIN

Ut Prosim. Namaste.