# Discovery Lead

Could this be the role you've been waiting for?

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# Get Social

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# Shout Out Time

KUPE

Helping you Connect, Collaborate & Be Ready

Minds Alert

Delightfully Disruptive Business Architecture

agilityhealth

enabling business agility

I FEEL LIKE
SOMETHING'S
MISSING;
I JUST WISH
I KNEW WHAT
IT WAS.
HpLyrikz.com

# Our Voices

## Project Manager

I've always had servant leadership at the forefront of my approach.

I believe in leading to the right solution ***by getting the right people in the room, getting the right questions asked, creating the environment for the group to land on best approach***.

I learn about issues, ***see patterns in data***, and ***ask questions***, lets me ***anticipate how things will or might happen, so I can be proactive and strategic***.

They needed a big thinker and small thinker, and I have both.

# Our Voices

## Hiring Manager

I want a BA who can ***connect the dots***.

I need people who can deal with the dynamics, someone who will figure it out; get contextual understanding and is comfortable with chaos.

They ***must go get the knowledge AND they have to have a delivery mindset***.

I don't want someone who only knows how to fill a template, or do one task and does not care what happens before and after.

# Our Voices

**Business Analyst**

We must focus wide, ***almost an environmental consciousness***, ***taking in everything***: terrorism, cyber terrorism, infrastructure, health/wellness, millennials, many global perspectives.

We need to see the connections to a bigger picture.

We ***need a systemic perspective***, that's key.

***I hear this from every client I work with.***

# Trending Now

# Where are the BAs?

Walmart

Autotrader

# From Jeff Bezos

1. High Velocity Decisions
2. Resist Proxies
3. External Trends
4. Customer Focus

# World Economic Forum

## Top 10 Skills for 2020

1. Complex Problem Solving
2. Critical Thinking
3. Creativity
4. People Management
5. Coordinating with Others
6. Emotional Intelligence
7. Judgement and Decision making
8. Service orientation
9. Negotiation
10. Cognitive Flexibility

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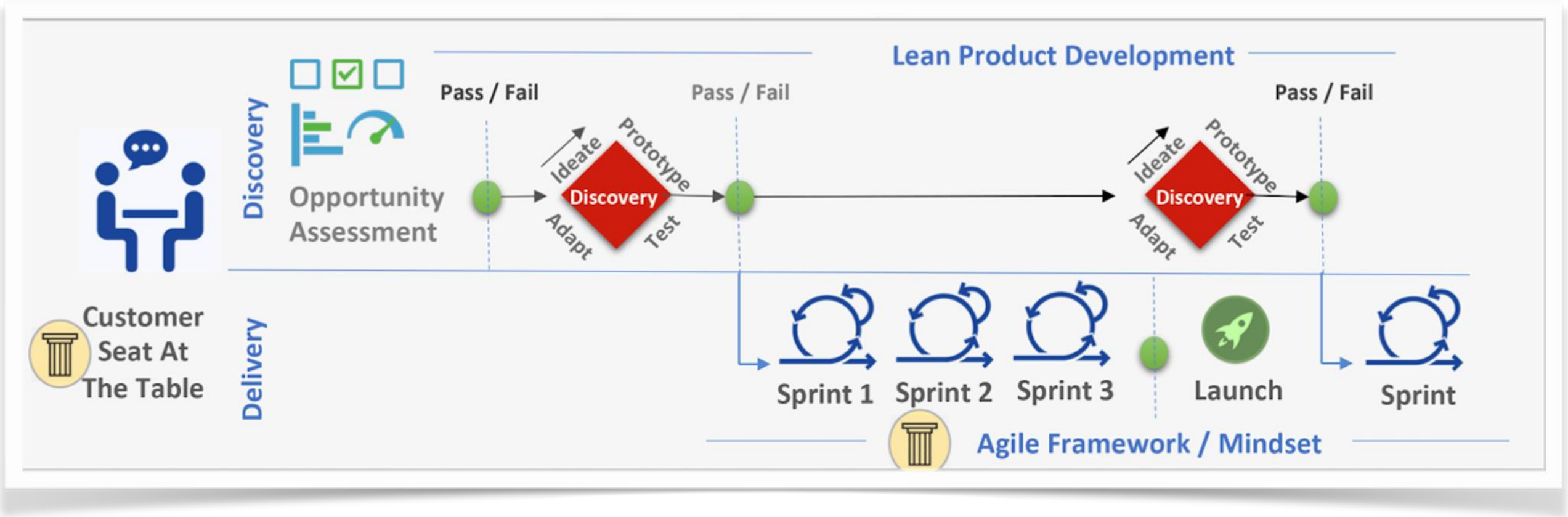
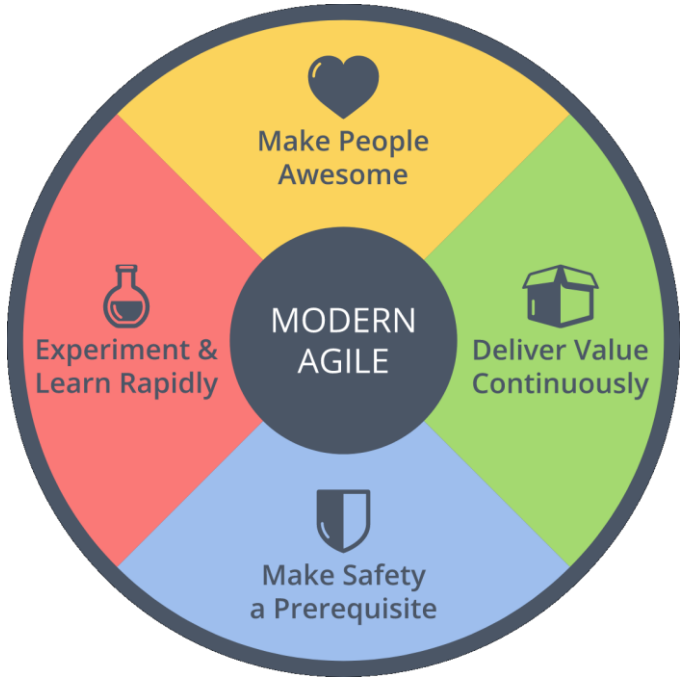
# Need for Dual Track Agile

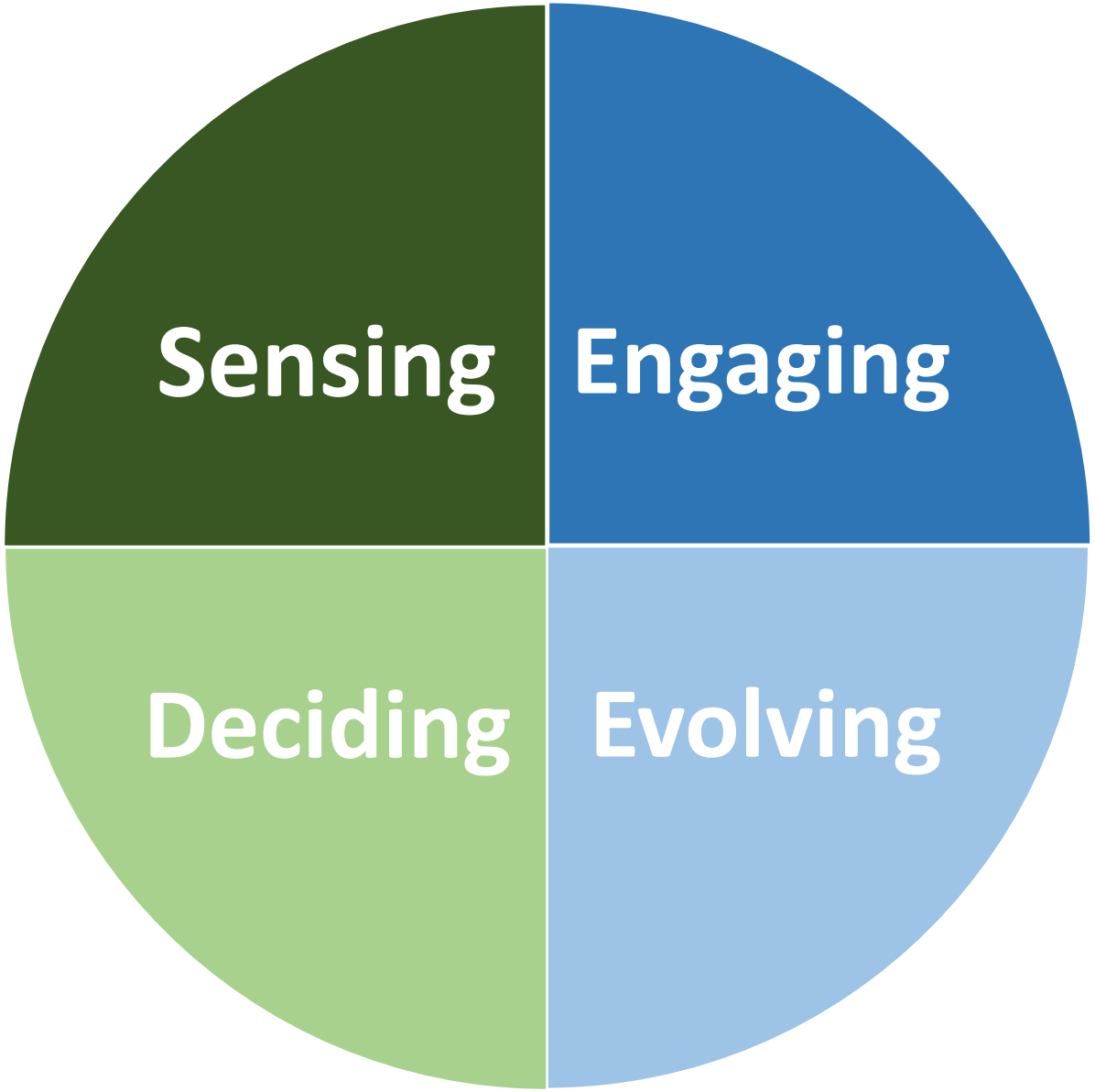


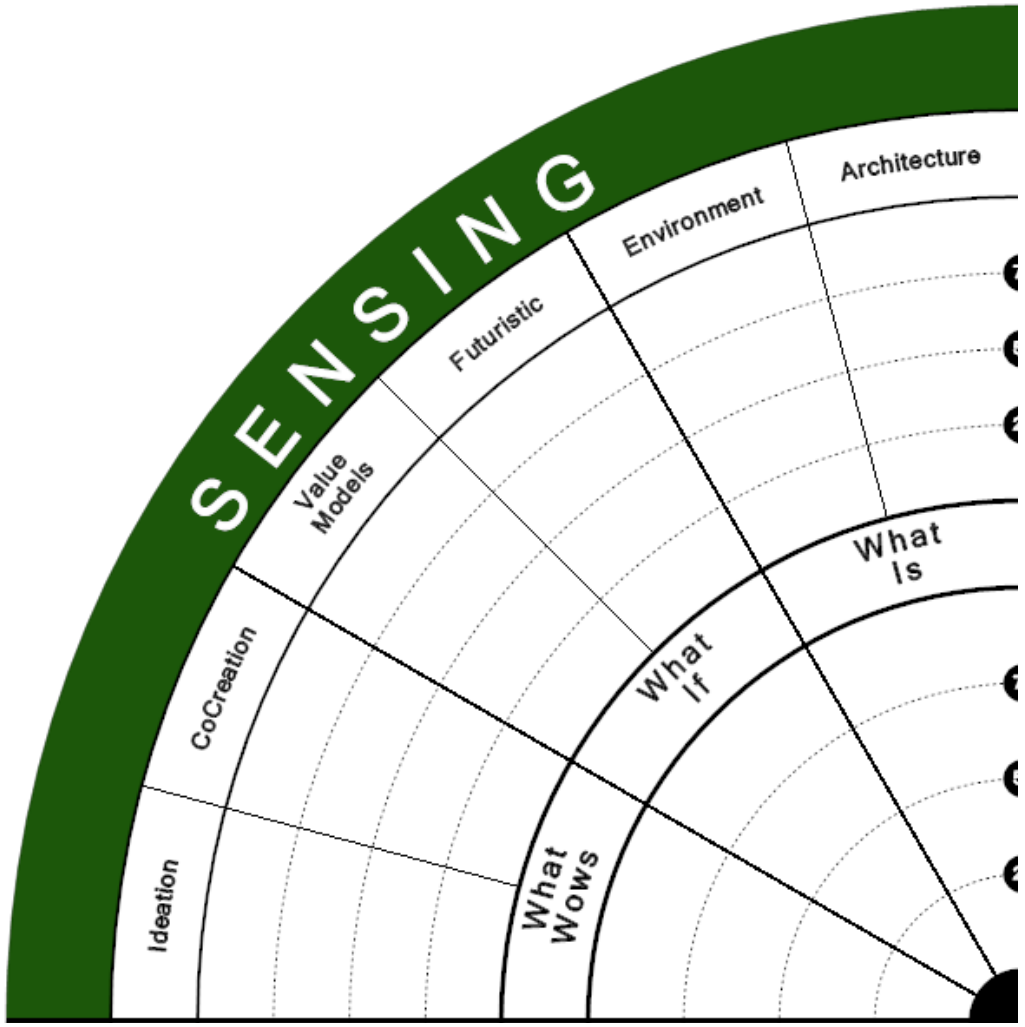
# “Great artists steal.” – Picasso



... and MORE!

# The ‘SEED’ Model



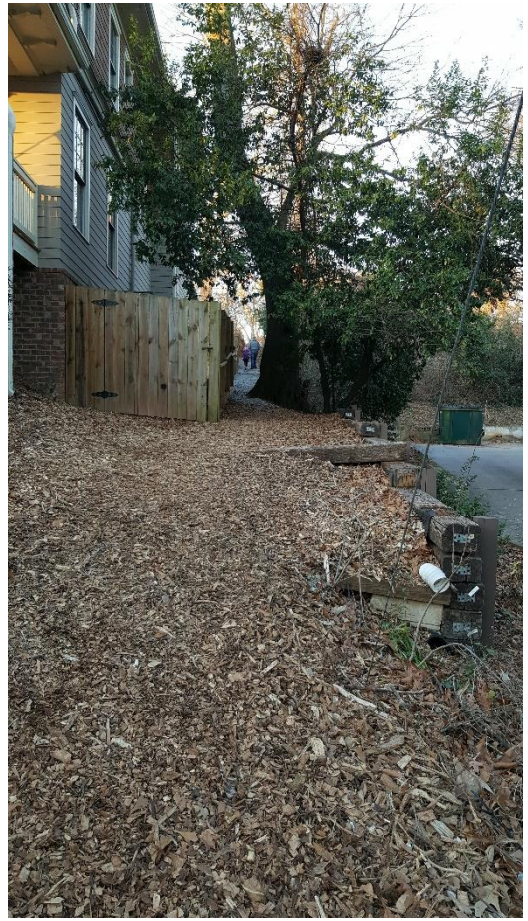


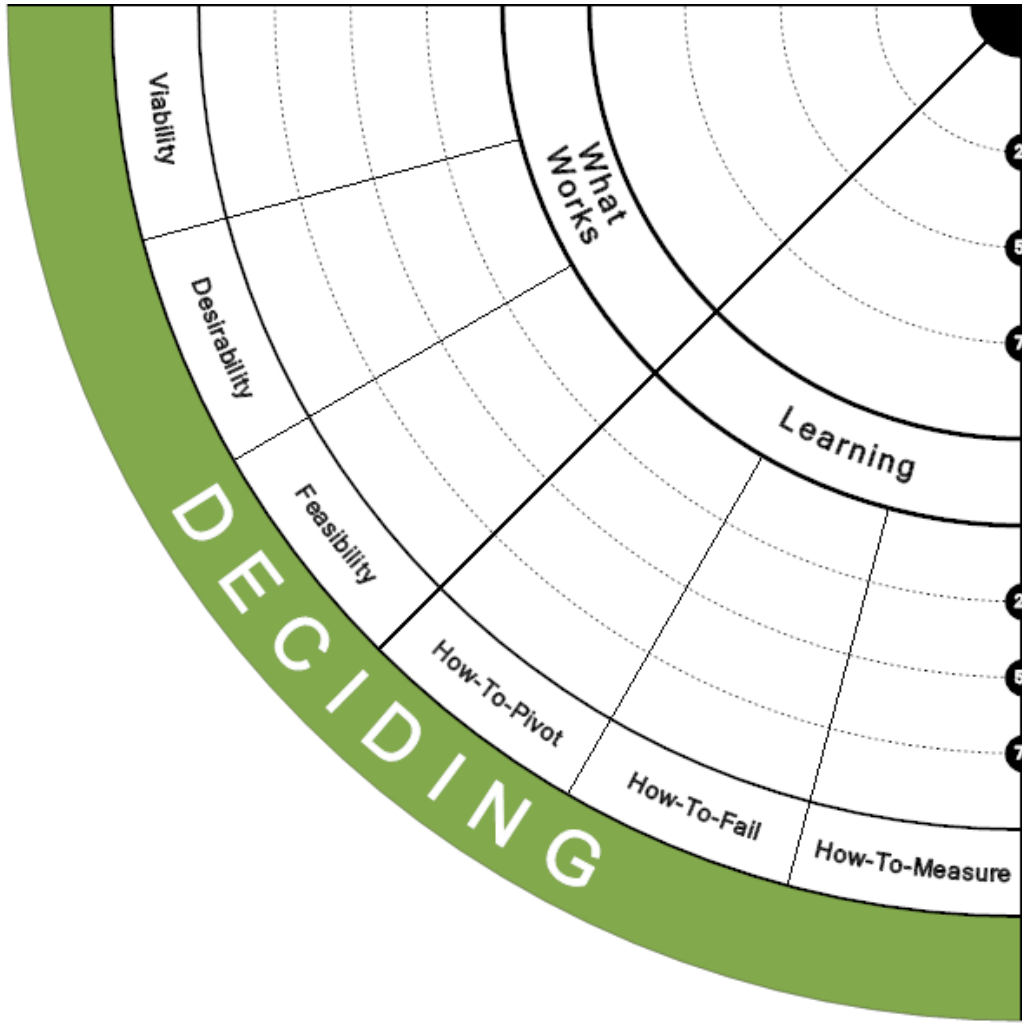

1. Discovery
2. New Opportunities
3. CoCreative Engagements
4. Customer Focus
5. Wide view
6. Value

# Features vs. Outcomes

Features

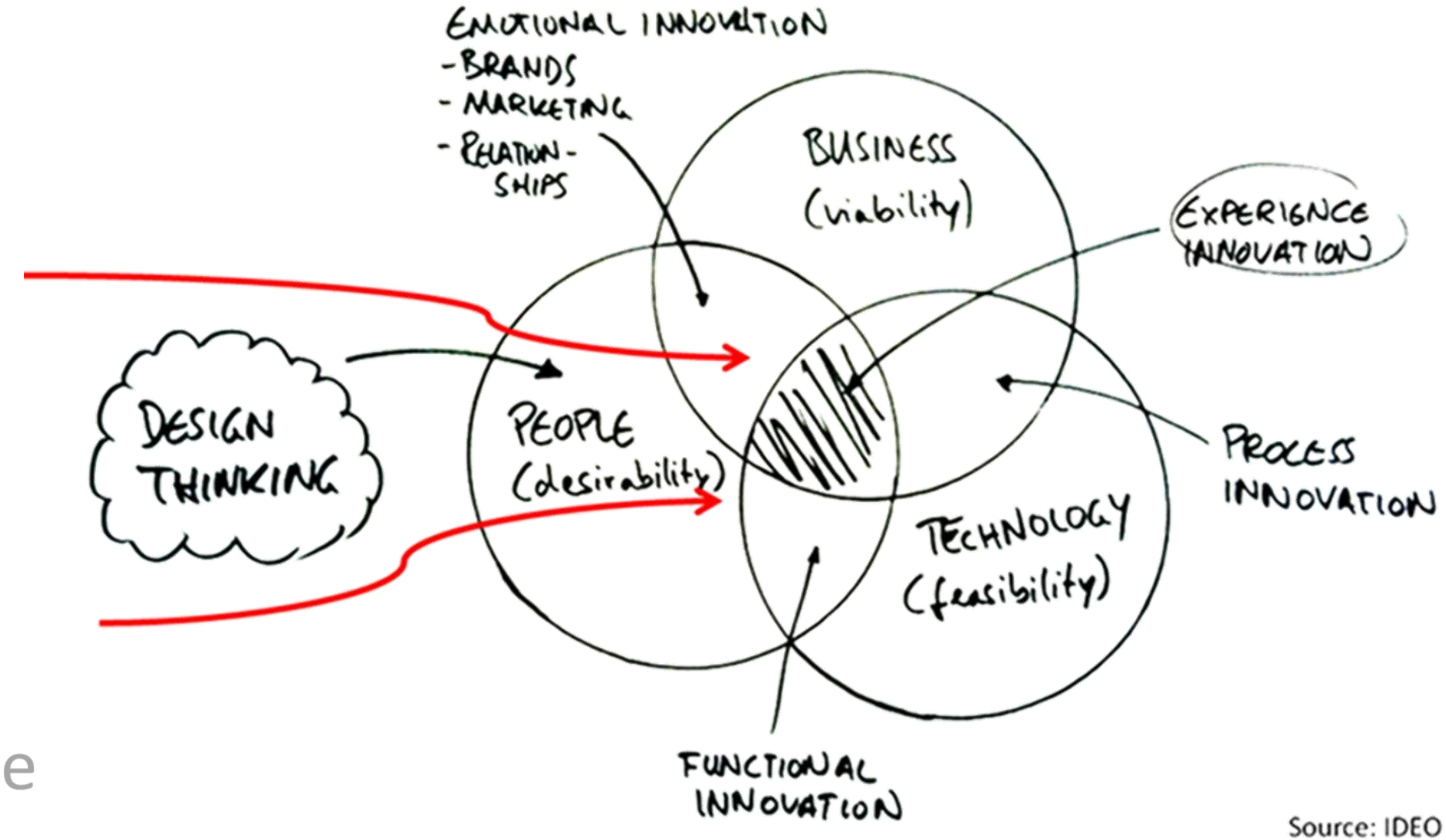
- 4 foot wide path
- Steps every 5 feet
- Ground cover – Erosion control material.
- Etc.






1. Decide fast
2. Learn fast
3. Deliver the things customers want

# Make Your Customers Awesome




Source: IDEO

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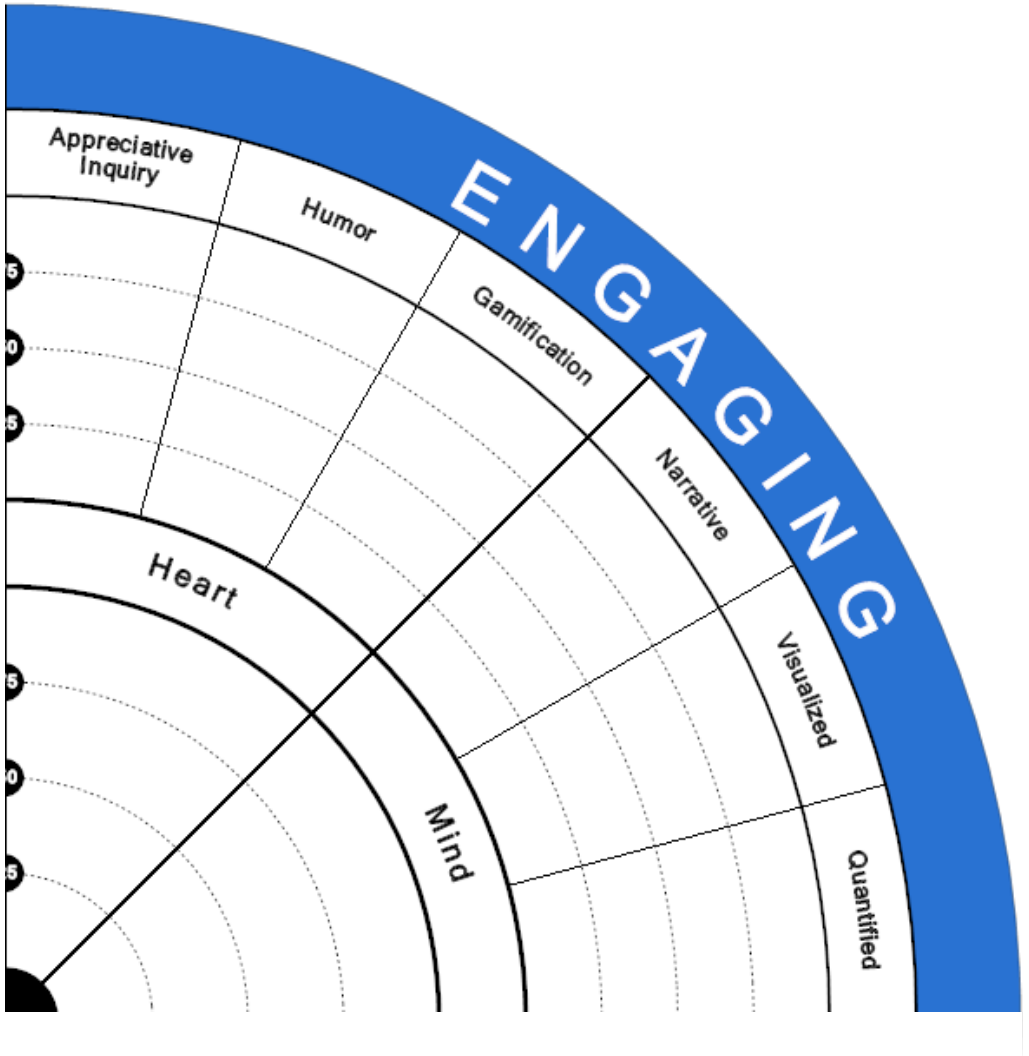
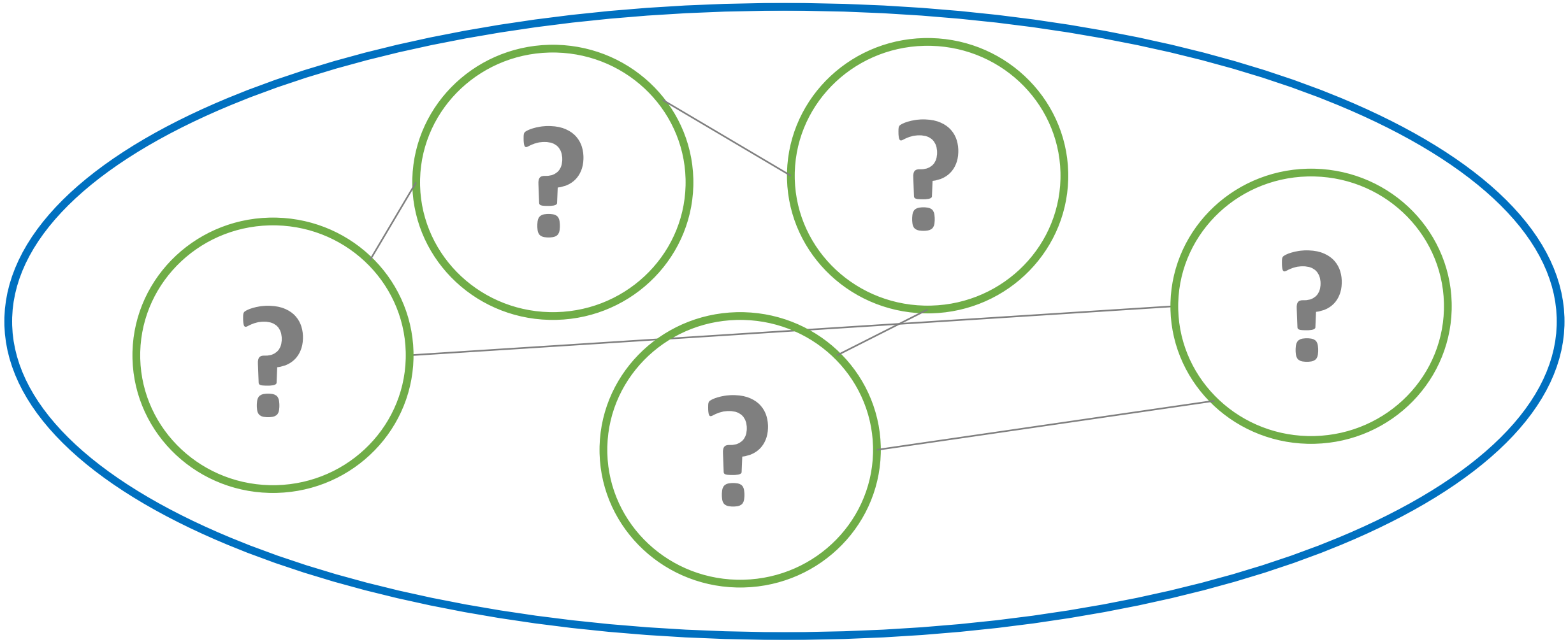
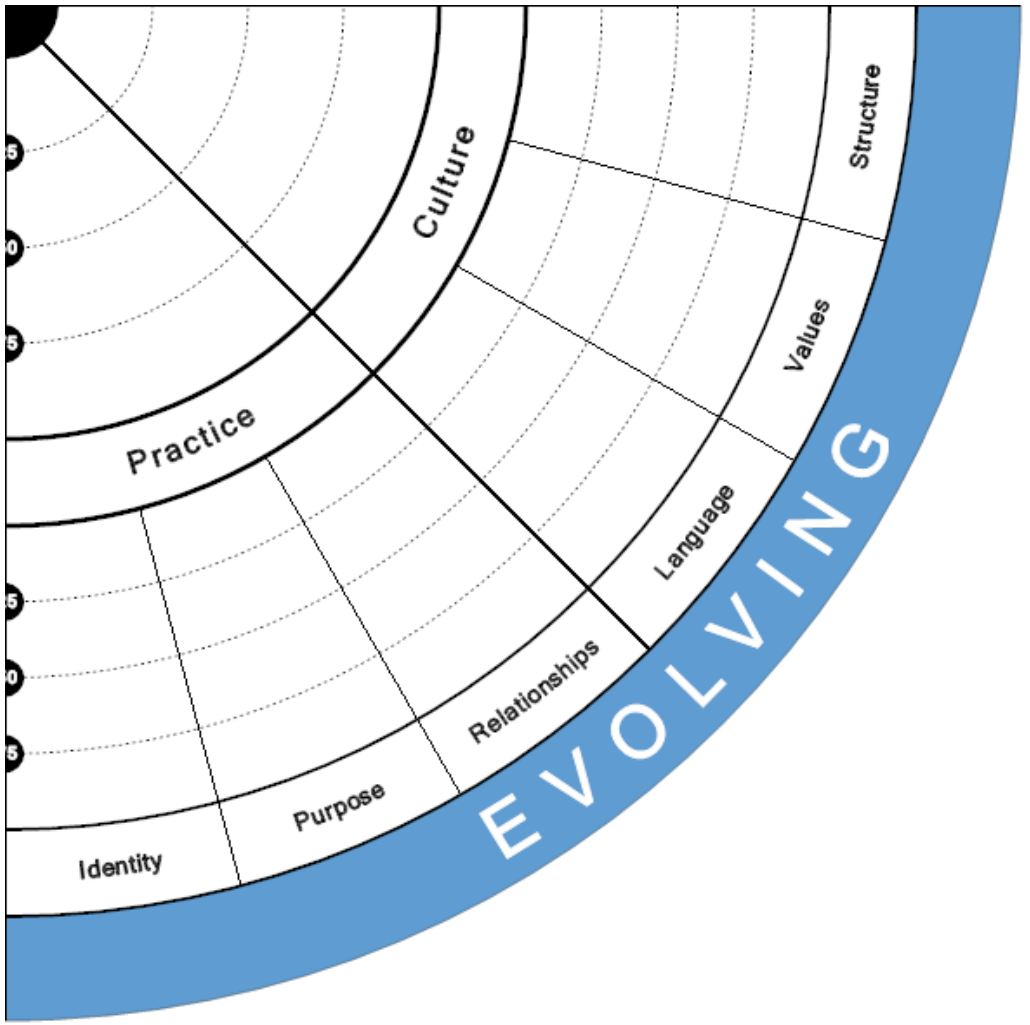
1. Facilitative Discovery connecting to the heart and mind
2. Expanding the box
3. Compelling Business Cases



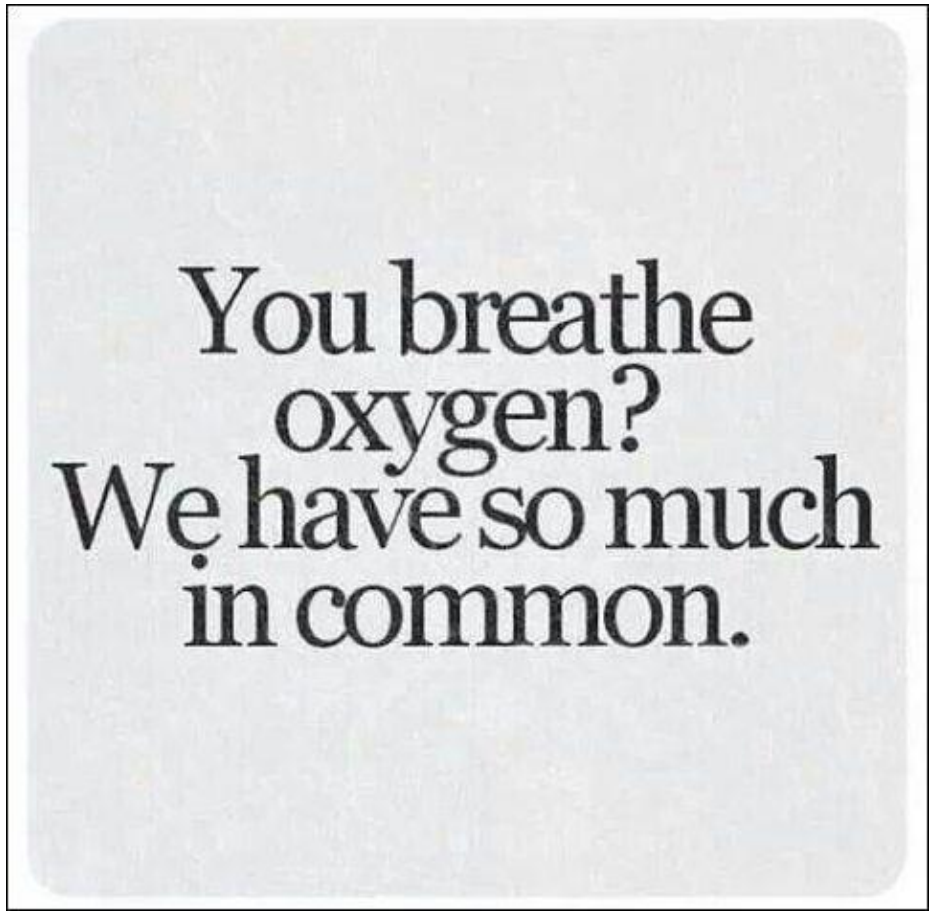
# Story Prompts – “Tell me about…”



1. Continually improving our practice
2. Building agile cultures
3. Creating adhocracies



# Three Things in Common



# Last Word…First Word

1. Find a partner
2. One person starts the conversation with a sentence.
3. Second person starts their sentence with the last word used by the first person.
4. Go.

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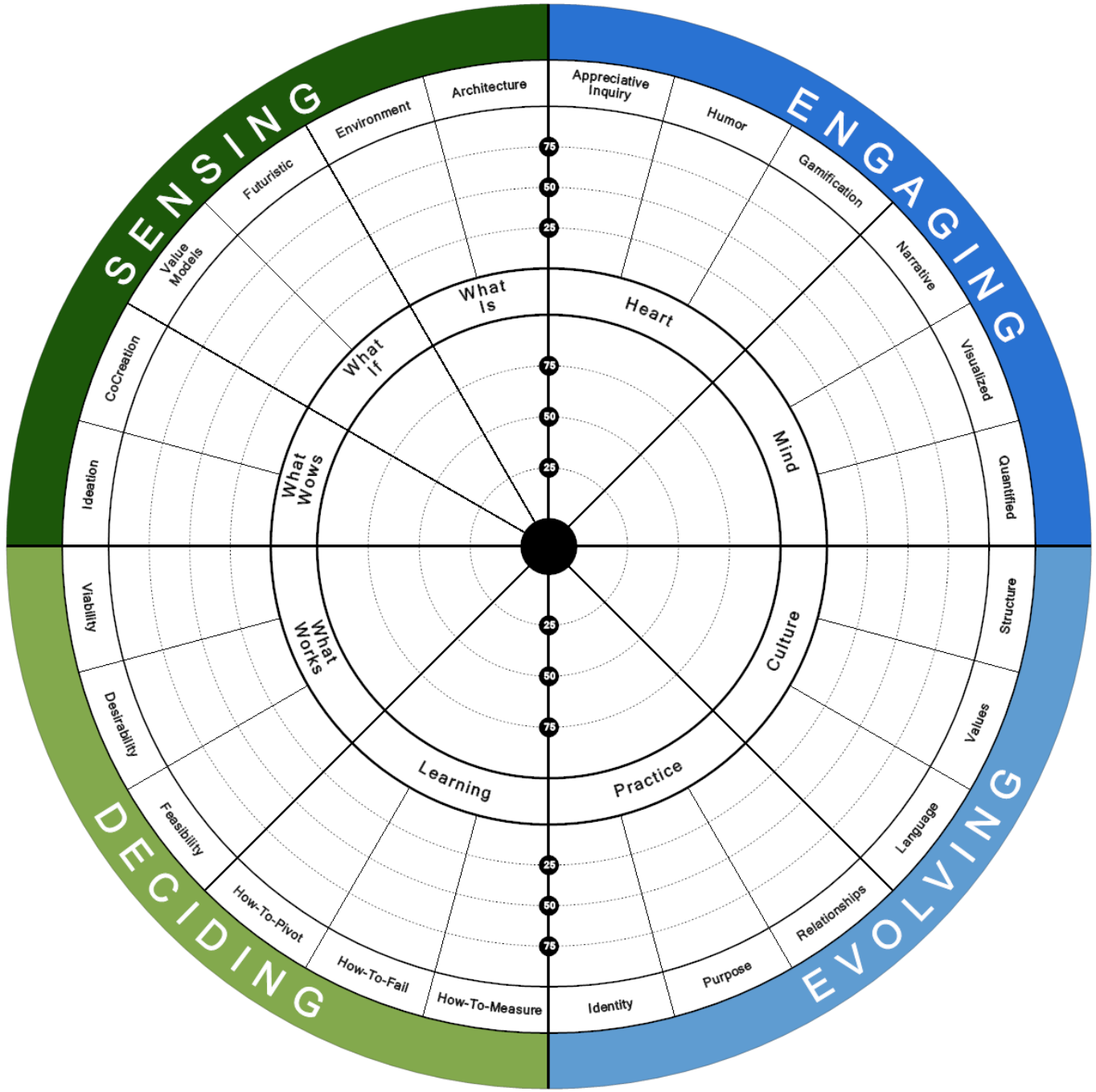
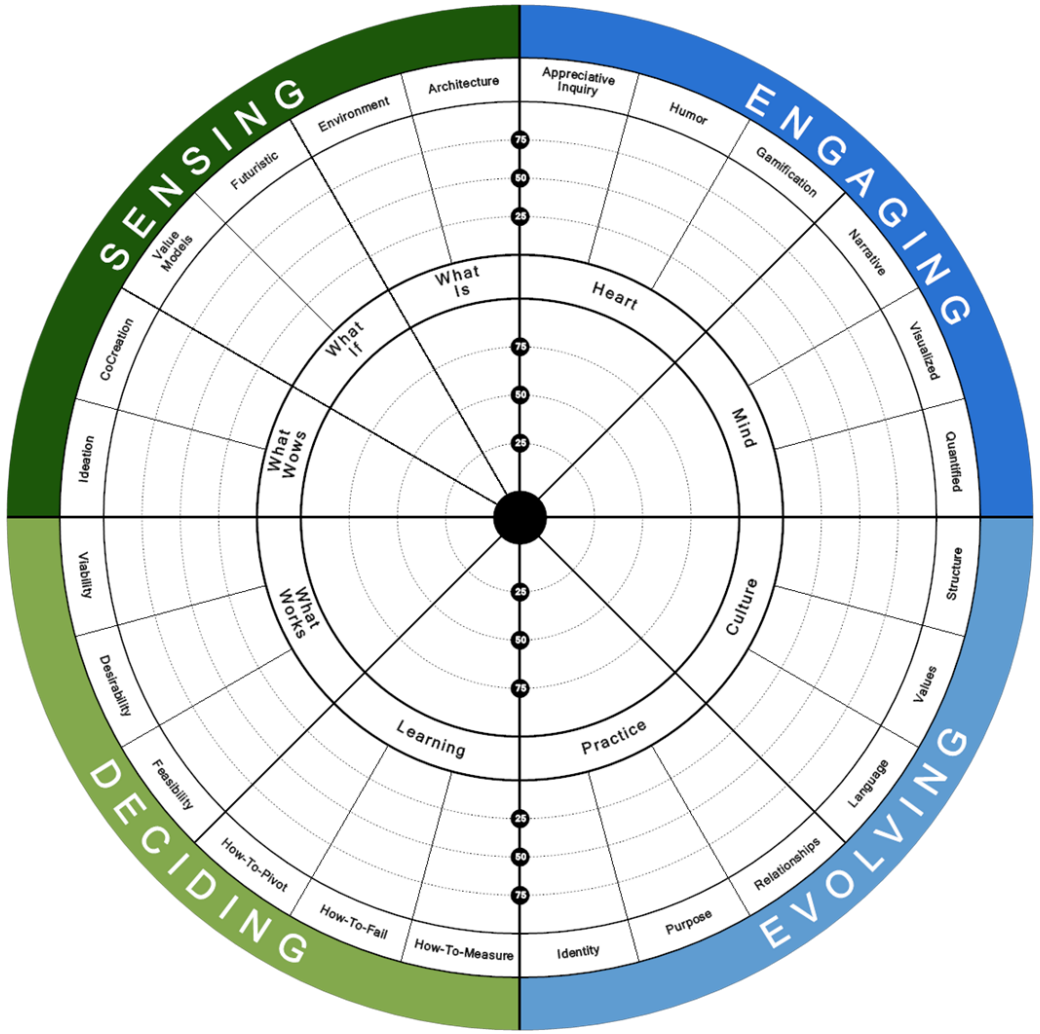

SENSING
ENGAGING
DECIDING
EVOLVING
Architecture
Environment
Futuristic
Value Models
CoCreation
Ideation
Appreciative Inquiry
Humor
Gamification
Narrative
Visualized
Quantified
Viability
Desirability
Feasibility
How-To-Pivot
How-To-Fail
How-To-Measure
Identity
Purpose
Relationships
Language
Values
Structure
What Is
What If
What Wows
What Works
Heart
Mind
Culture
Practice
Learning
25
50
75

# Gender Change Capability

# What did you learn?

# Final Thoughts



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# Stay Connected

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