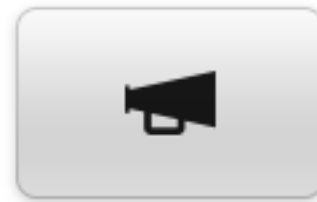


# Flow Thinking

*The Principles behind the Practices of Kanban,  
Lean Software Development, LeanUX  
and Lean Startup*



Please ask  
questions via the  
mobile app!



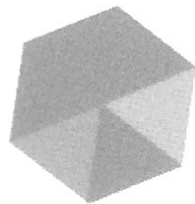
Engage

 **PRAxis**flow



**FELLOW**

Lean Systems Society



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Chief Flow Officer

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praxisflow.com

blog <http://jabe.co>

Carnegie Mellon  
Design



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Eustace Dauger



*What are the differences between the Agility demonstrated in these images?*



**The most important, and indeed the truly unique, contribution of management in the 20th century was the **fifty-fold** increase in the productivity of the manual worker in manufacturing.**

**The most important contribution management needs to make in the 21st century is similarly to increase the production of knowledge work and knowledge workers.**



ADAM SMITH, LL.D.

AN  
INQUIRY  
INTO THE  
NATURE AND CAUSES  
OF THE  
WEALTH OF NATIONS.

By ADAM SMITH, LL. D.

---

WITH A LIFE OF THE AUTHOR,  
AN INTRODUCTORY DISCOURSE, NOTES, AND  
SUPPLEMENTAL DISSERTATIONS.

By J. R. McCULLOCH, Esq.  
PROFESSOR OF POLITICAL ECONOMY IN THE UNIVERSITY OF LONDON.

---

IN FOUR VOLUMES.  
VOL. I.

---

EDINBURGH:  
PRINTED FOR ADAM BLACK, AND WILLIAM TAIT;  
AND LONGMAN, REES, ORME, BROWN, AND GREEN,  
LONDON.

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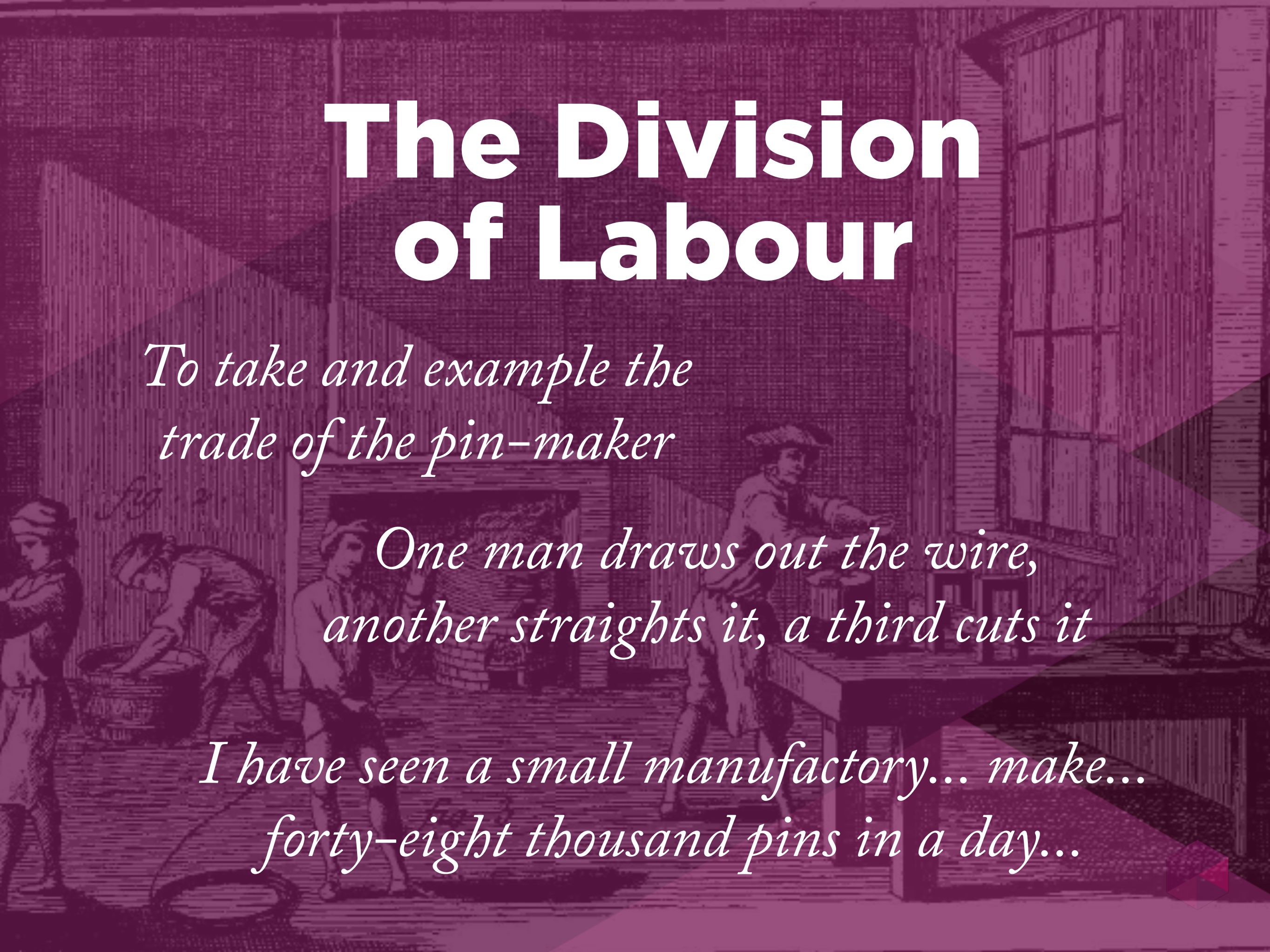
M.DCCC.XXVIII.

# The Division of Labour

*To take an example the  
trade of the pin-maker*

*One man draws out the wire,  
another straightens it, a third cuts it*

*I have seen a small manufactory... make...  
forty-eight thousand pins in a day...*



*One man draws out the wire,  
another straightens it, a third cuts it*

**DRAW OUT  
WIRE**

**STRAIGHT**

**CUT**

**POINT**

**GRIND**

*a fourth points it, a fifth grinds it  
at the top for receiving the head*



**Gantt**

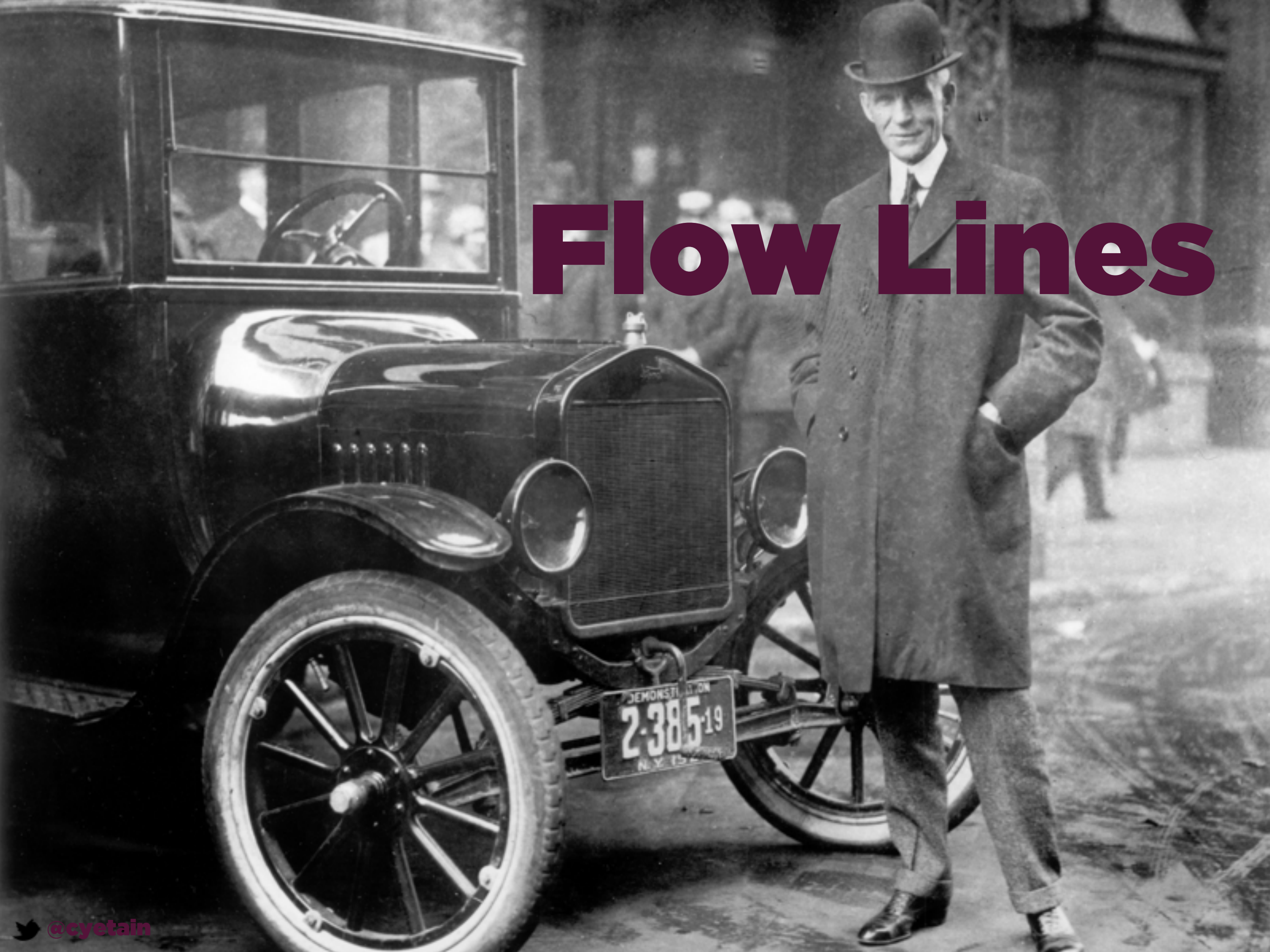


**Taylor**

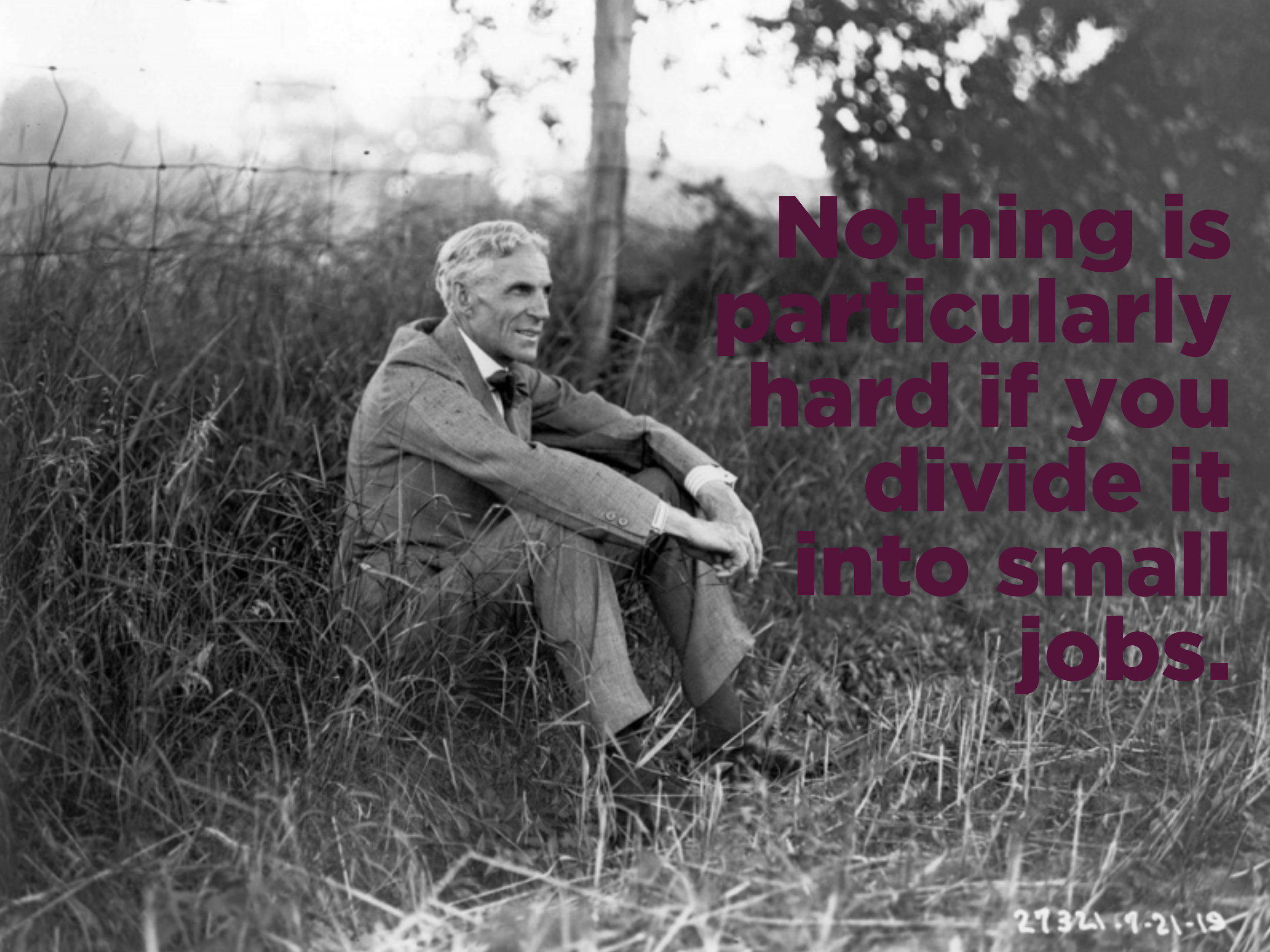


**Gilbreth**





# Flow Lines



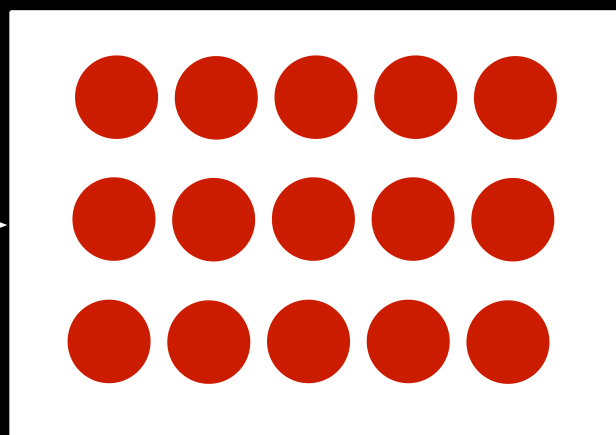
**Nothing is  
particularly  
hard if you  
divide it  
into small  
jobs.**



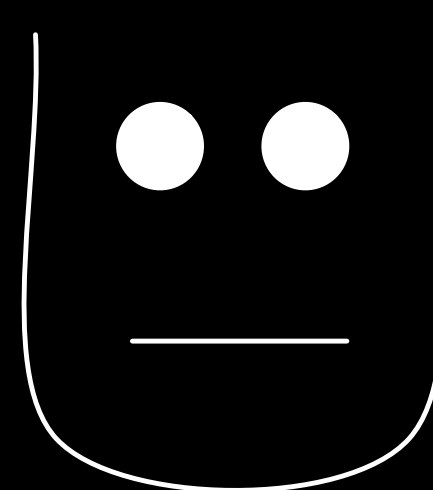
Economies  
of Scale



\$\$\$



!!!



*PUSH*

*All we are doing is looking at the timeline*

*from the moment the customer gives us  
an order*

Order

Cash

Time Line

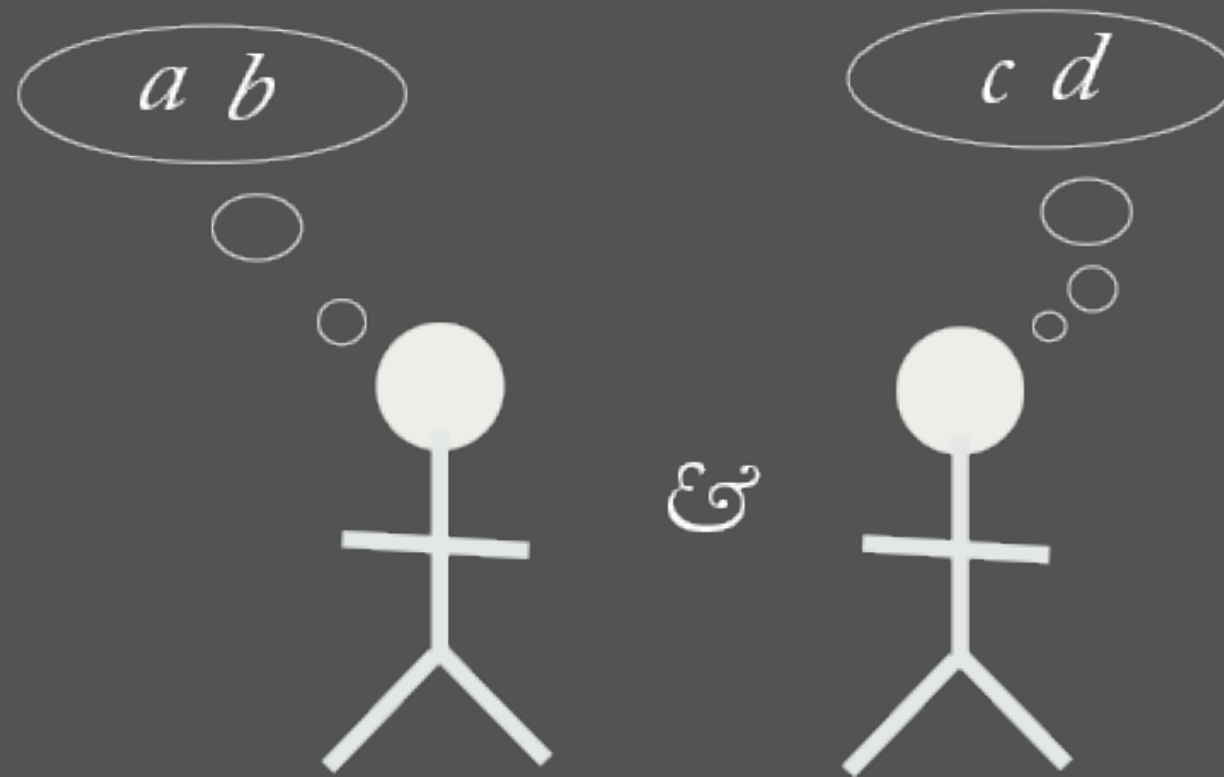
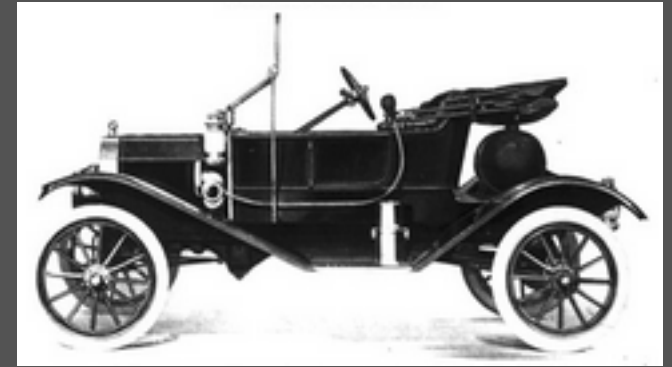
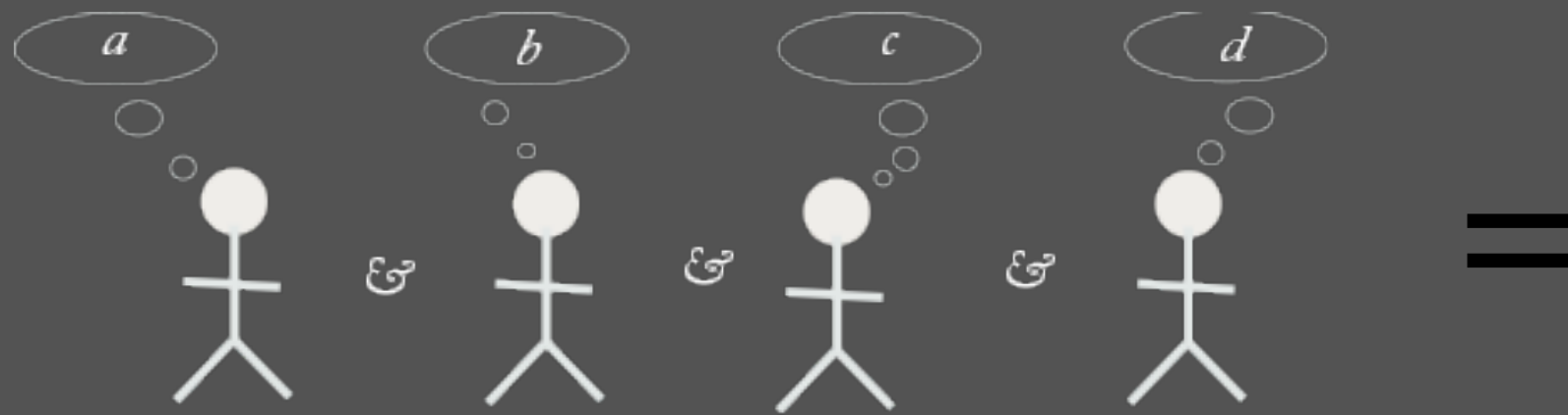
(reduce by removing non-value-added wastes)

*to the point we collect the cash*

*and we are reducing that time line by  
removing the non-value-added wastes*

**the principal  
objective of  
the Toyota  
production  
system was to  
produce many  
models in small  
quantities**





*PUSH*



*PULL*

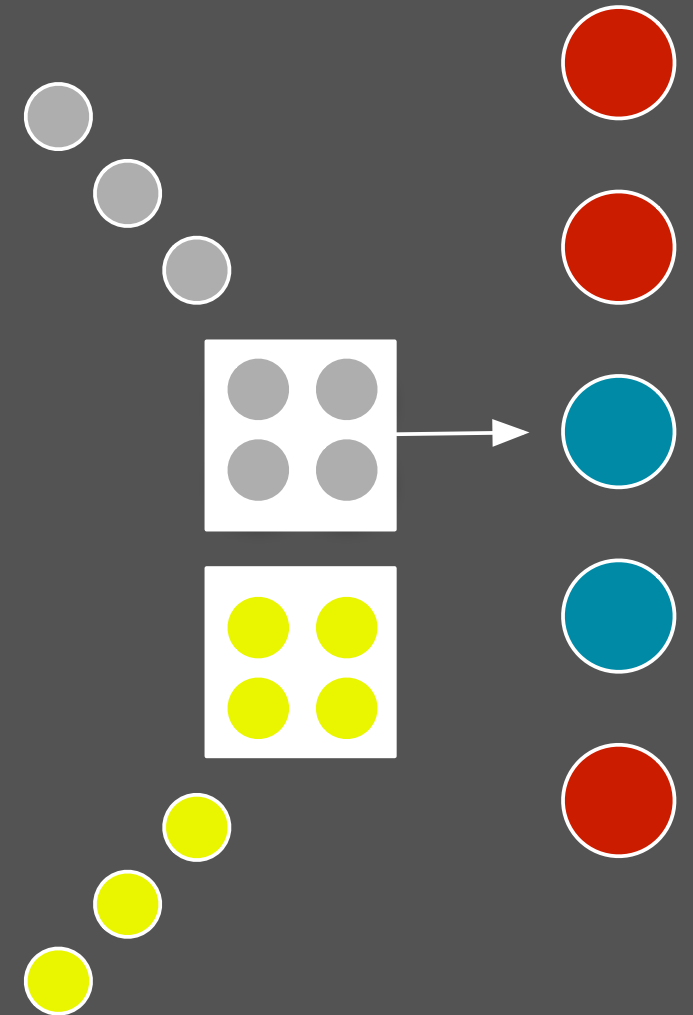
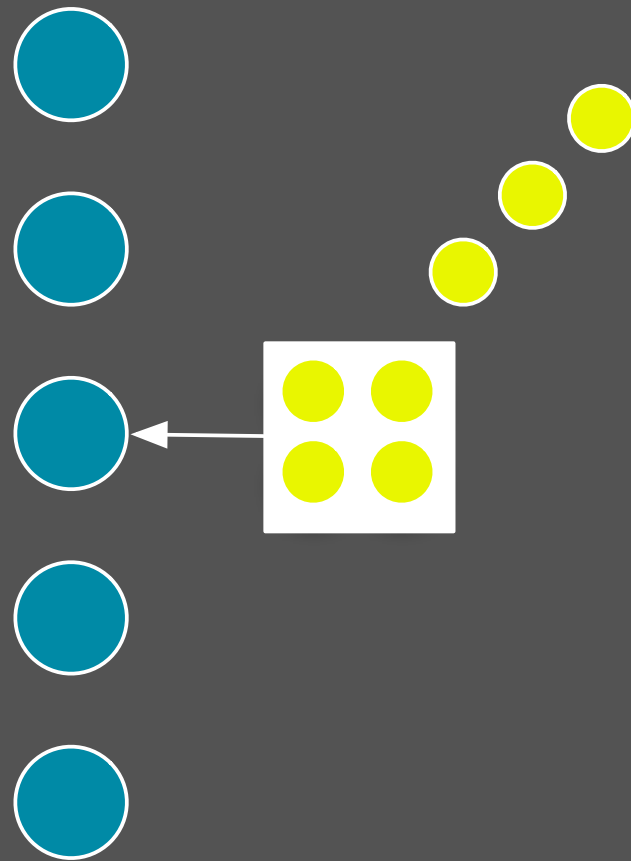
# Smith

*Division of Labor*



# Ford

*Flow Lines*

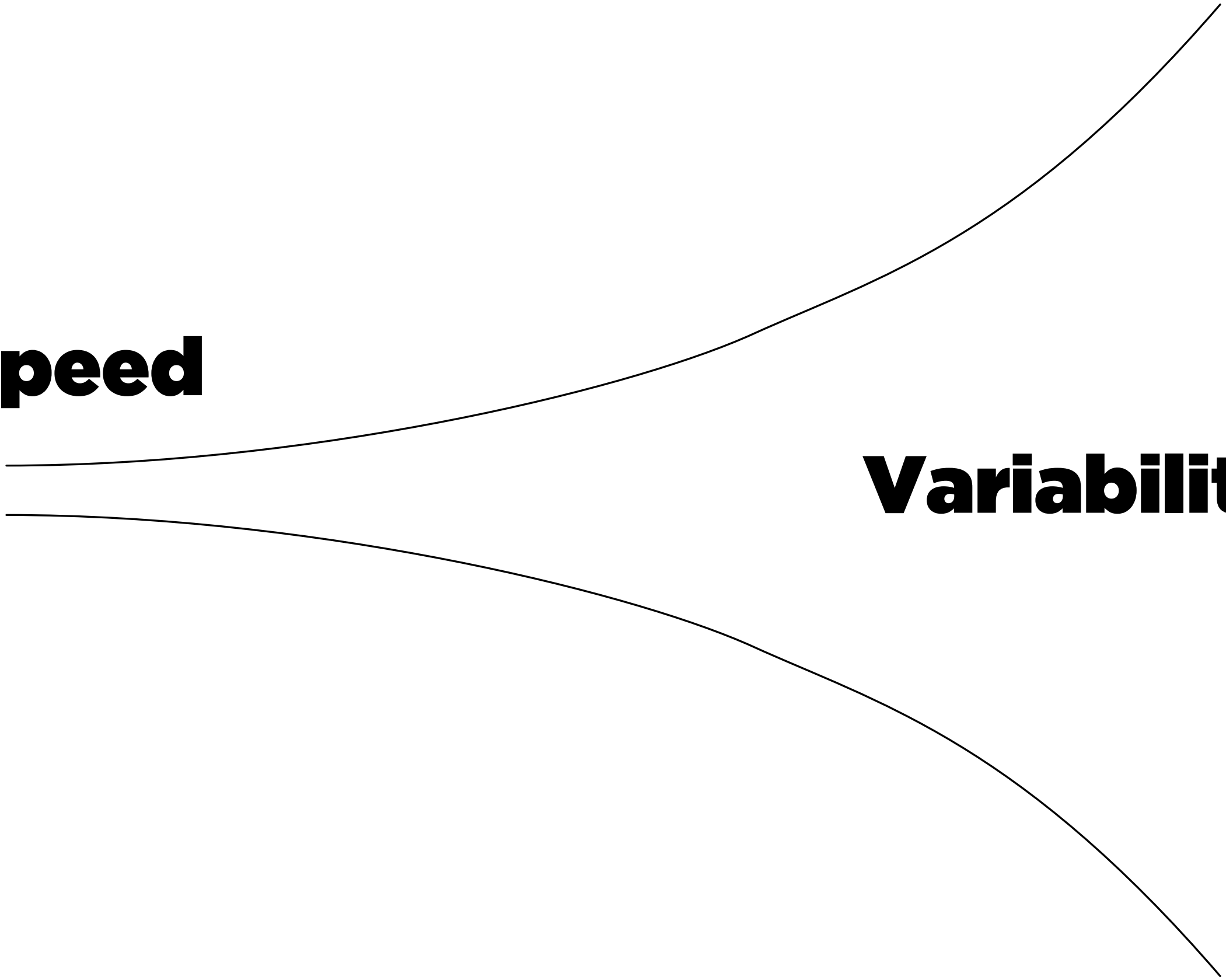


# Ohno

*Toyota Production System*

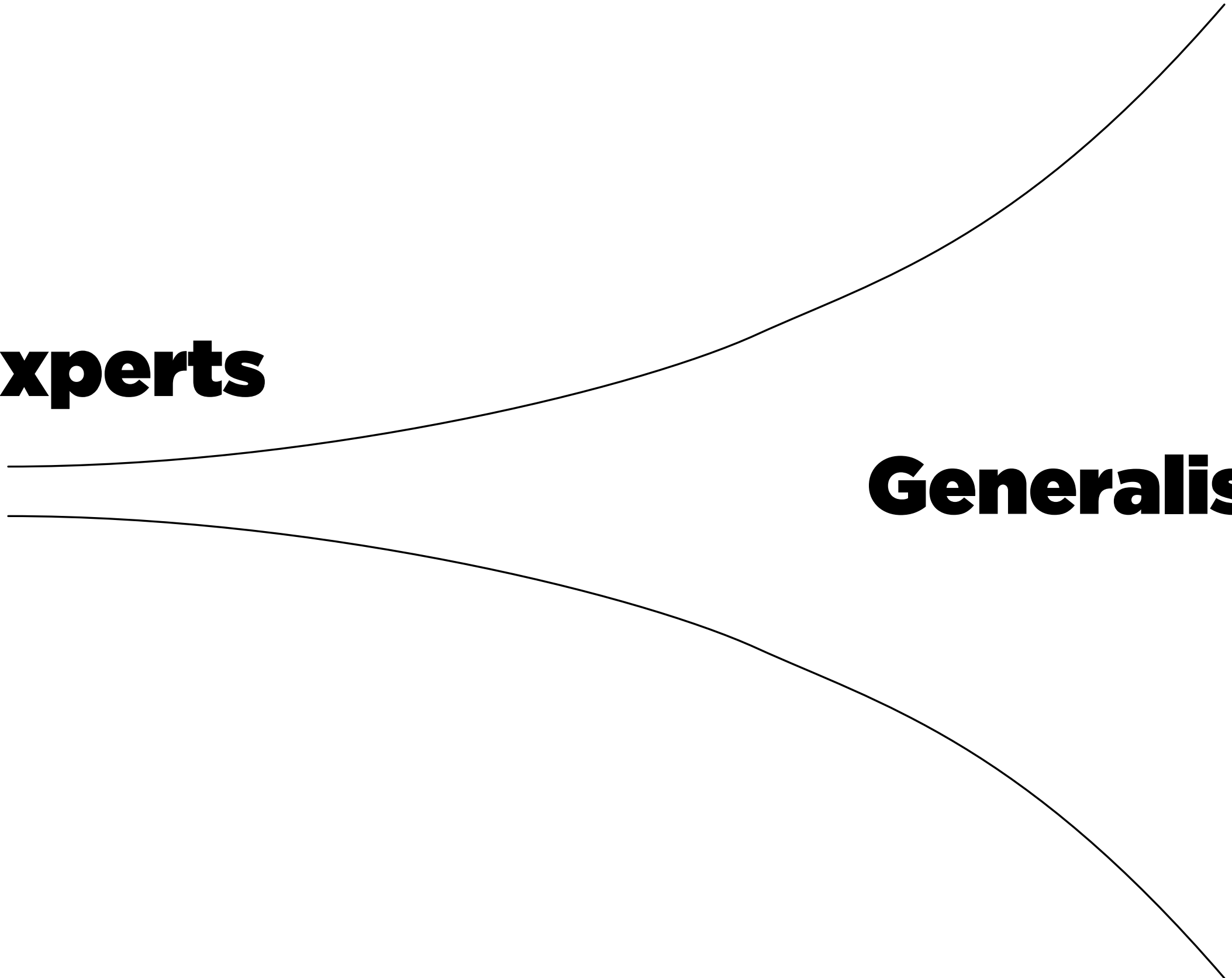
**Speed**

**Variability**



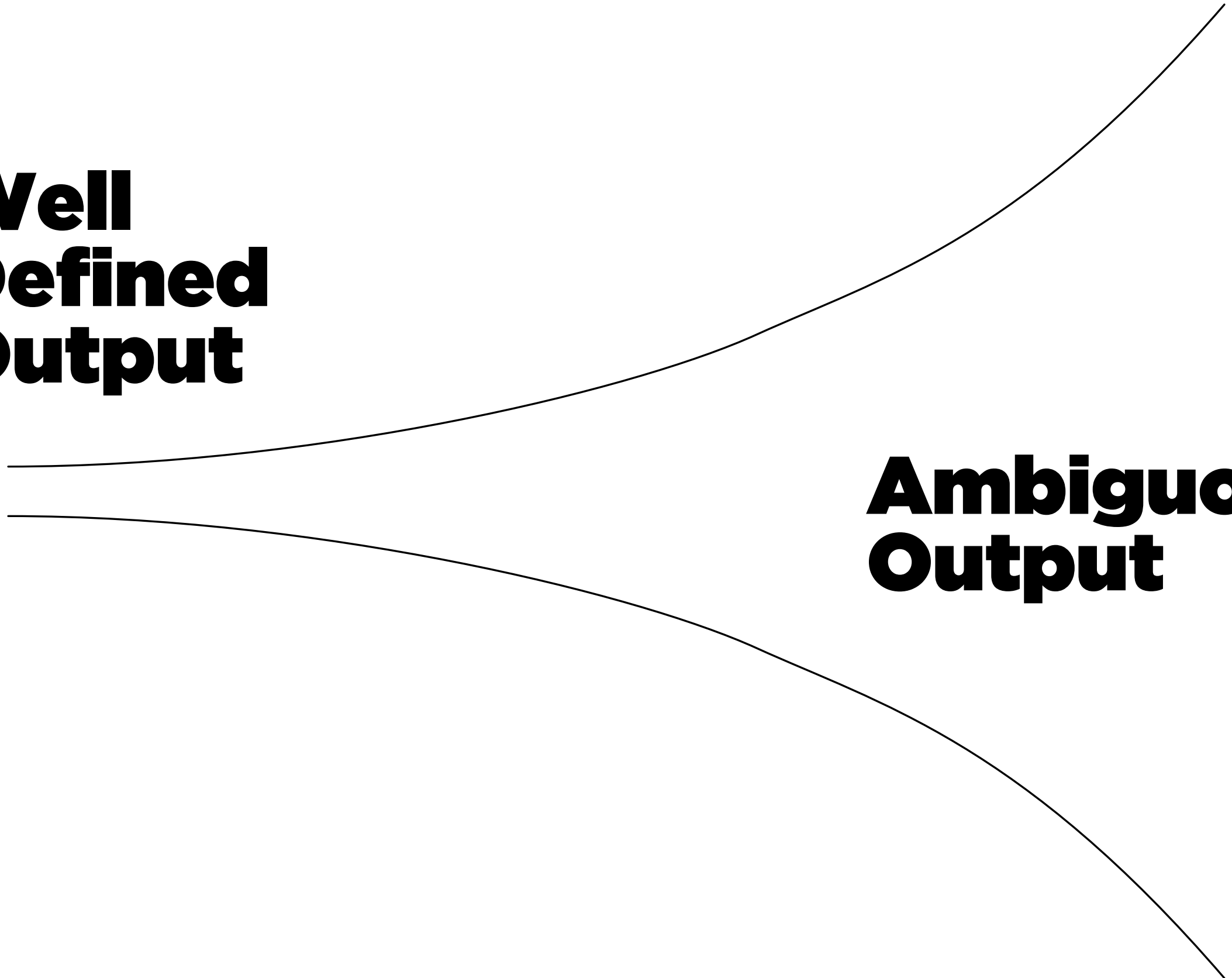
**Experts**

**Generalist**



**Well  
Defined  
Output**

**Ambiguous  
Output**



**FLOW**

# Flow Efficiency



*How long does it take to deliver a piece of work?*

*How long did we actually spend working on it?*

Typical organizations take *10* to *20* times longer to deliver something than they actually spent working on it

# Resource Efficiency

STEP ONE

STEP TWO

STEP TWO

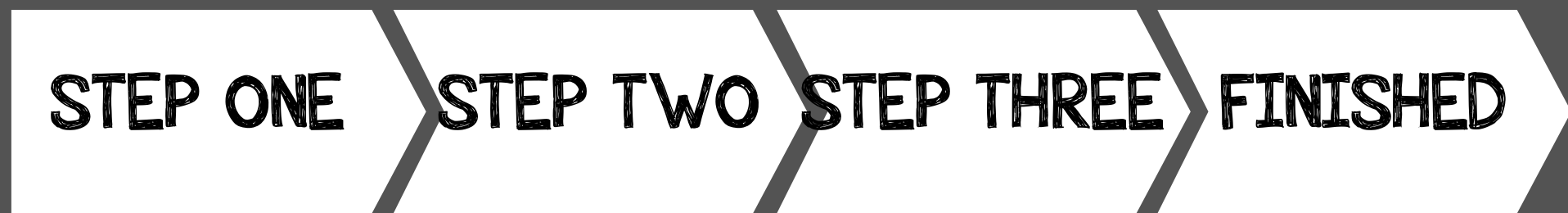
STEP ONE

STEP THREE

STEP TWO

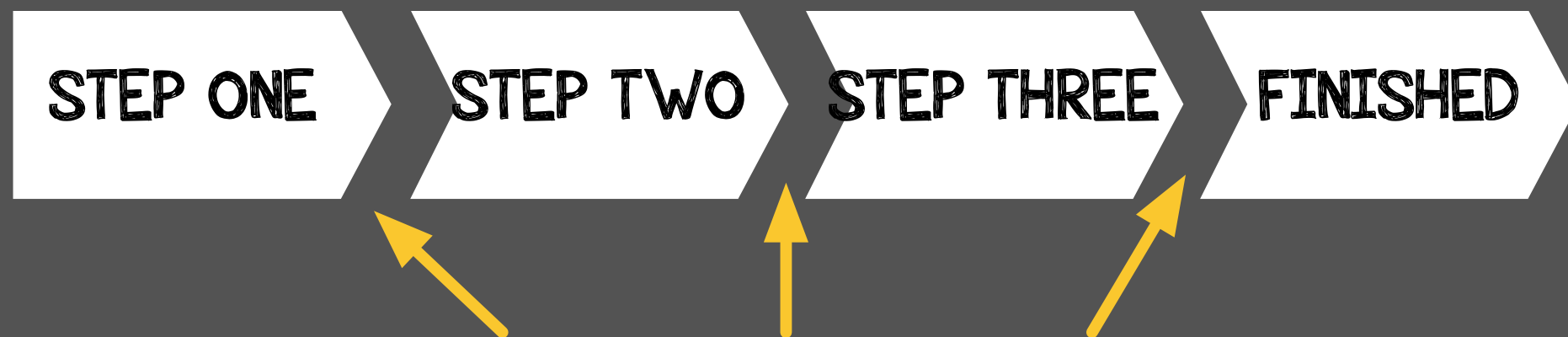
STEP THREE

# Process Efficiency




between 5-15% of Cycle Time

# Flow Efficiency



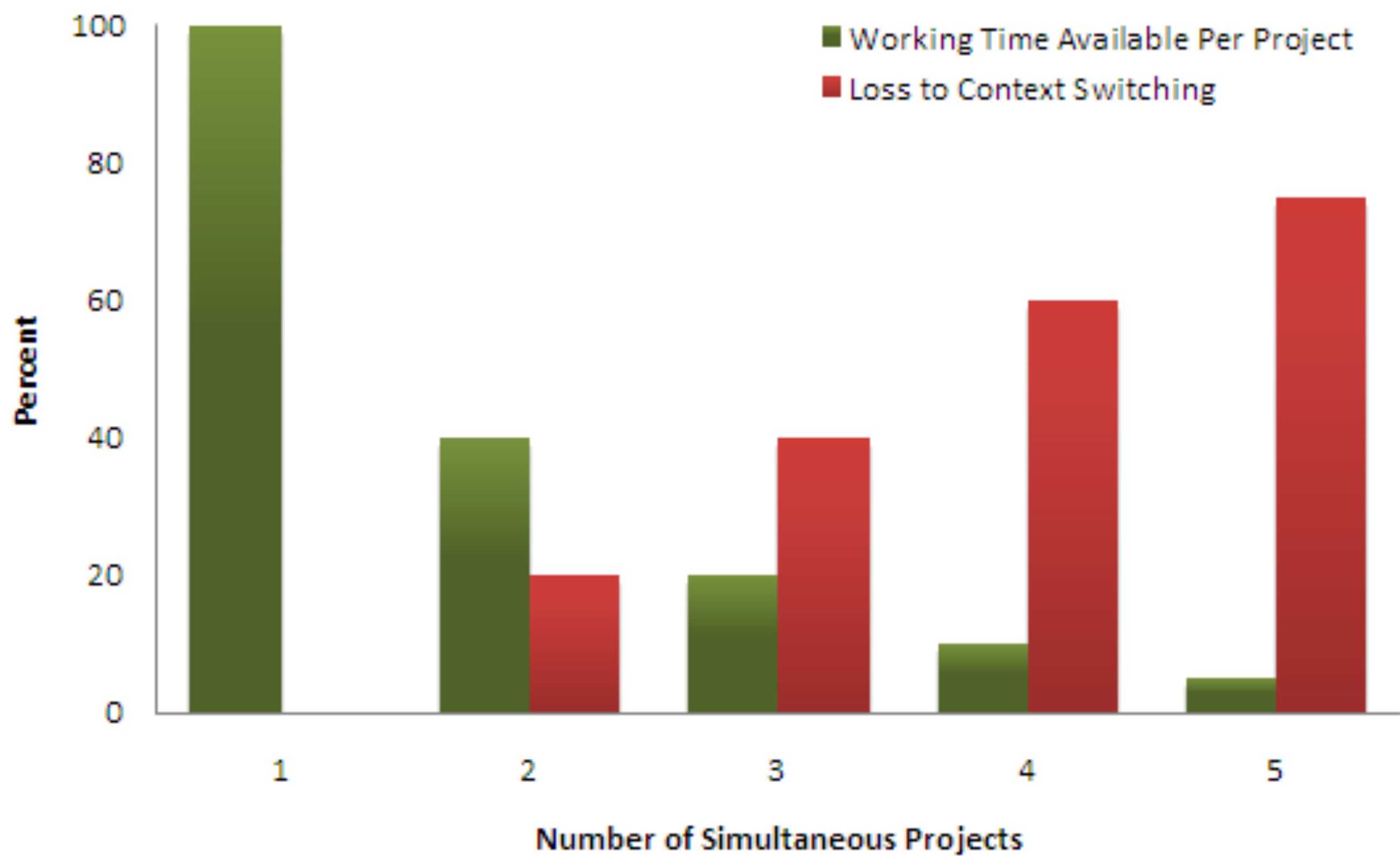
*between 85–95% of Cycle Time*

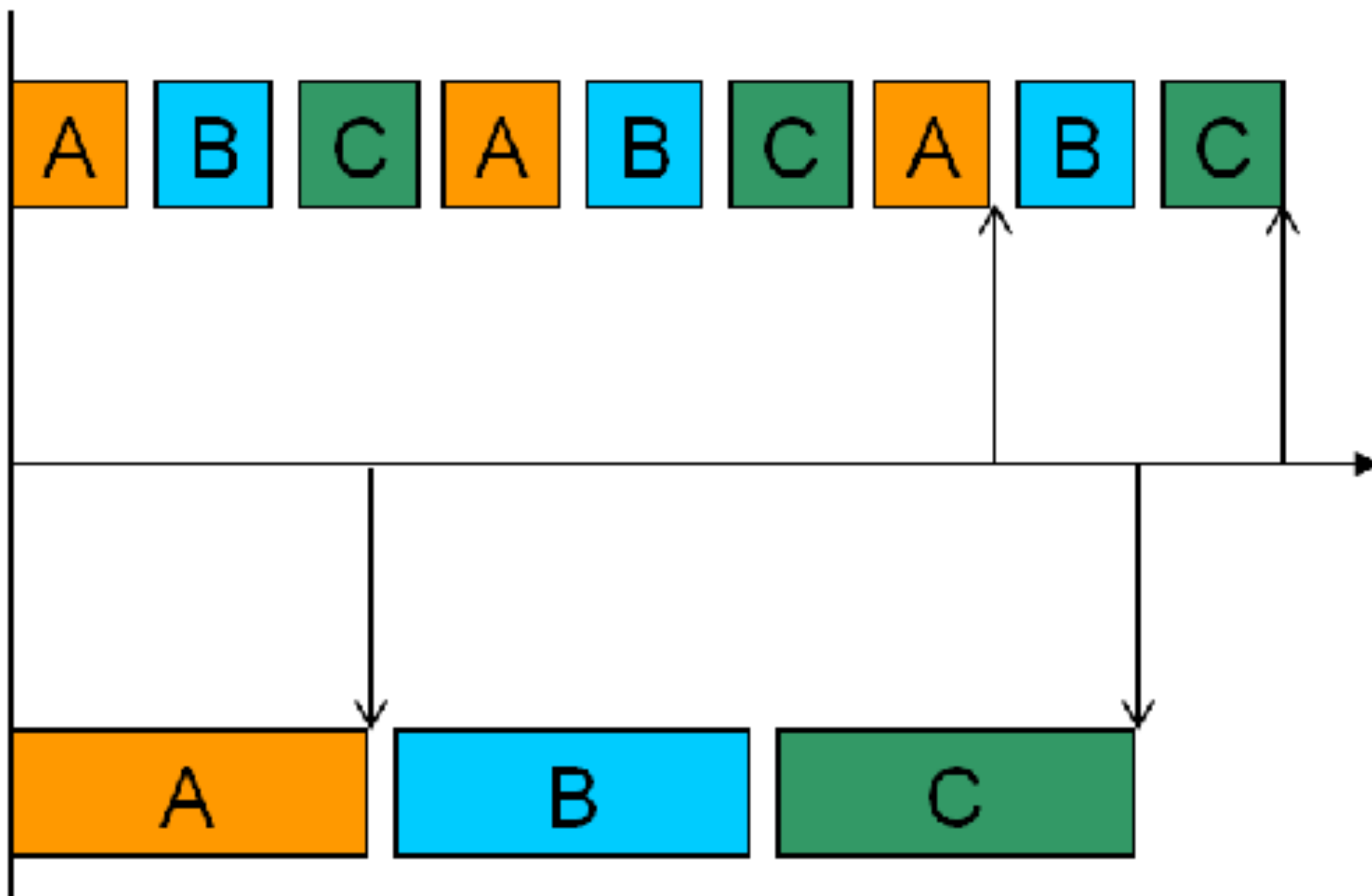


**WHY?**



# Resource Efficiency

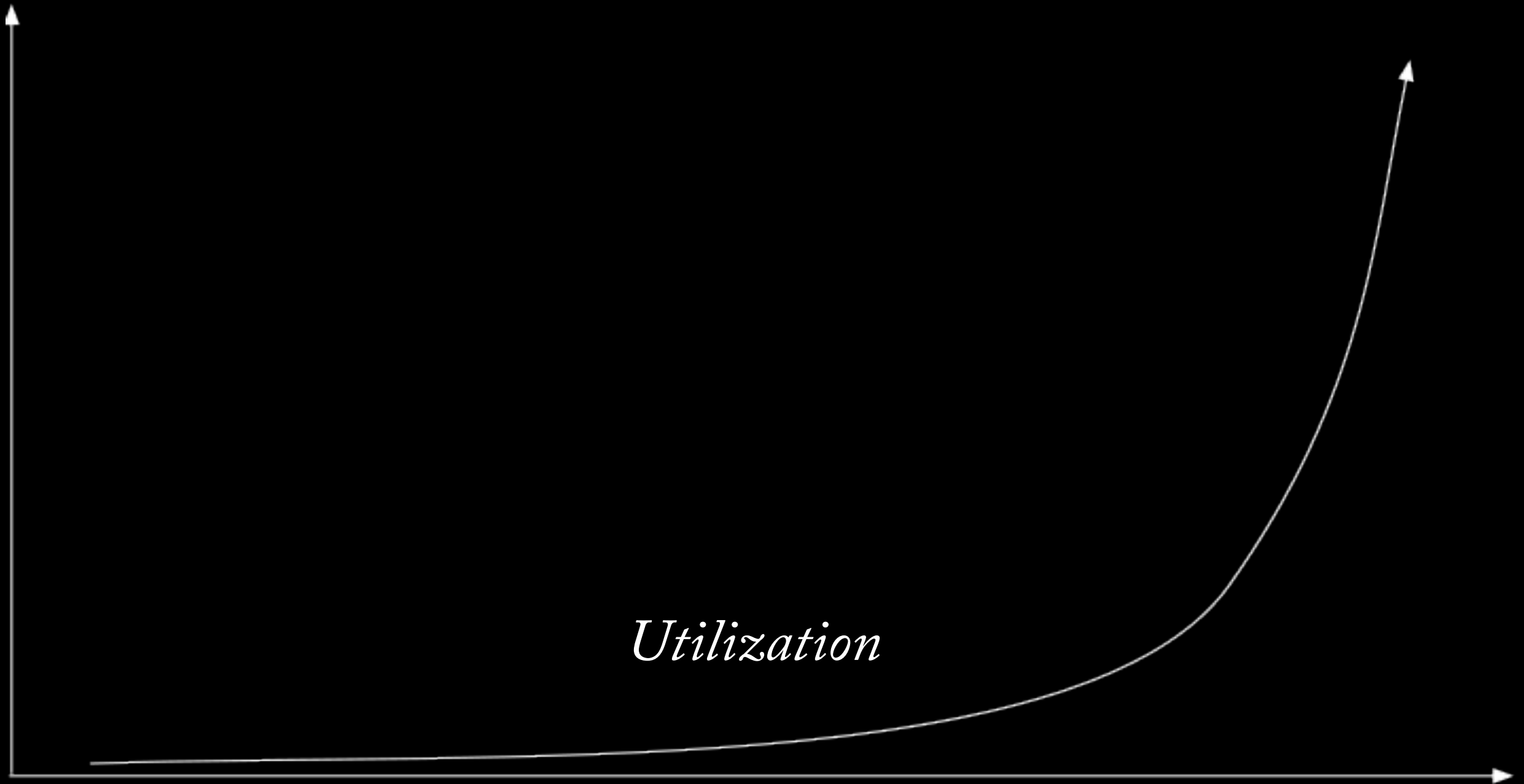




$$W = L / \lambda$$

*Time it takes to finish a job is equal to the average number of jobs in the system divided by the processing rate*

# The Effect of Utilization





334

INRA TOURIST

UP 10 C 2595

DL 8C 65805

DL 3C 851

DL 2C AD 2729

3358

**Approach  
Avoidance**





*Stable Operational State*



*NEW "Working Software"  
Every Week/Day/Hour!*

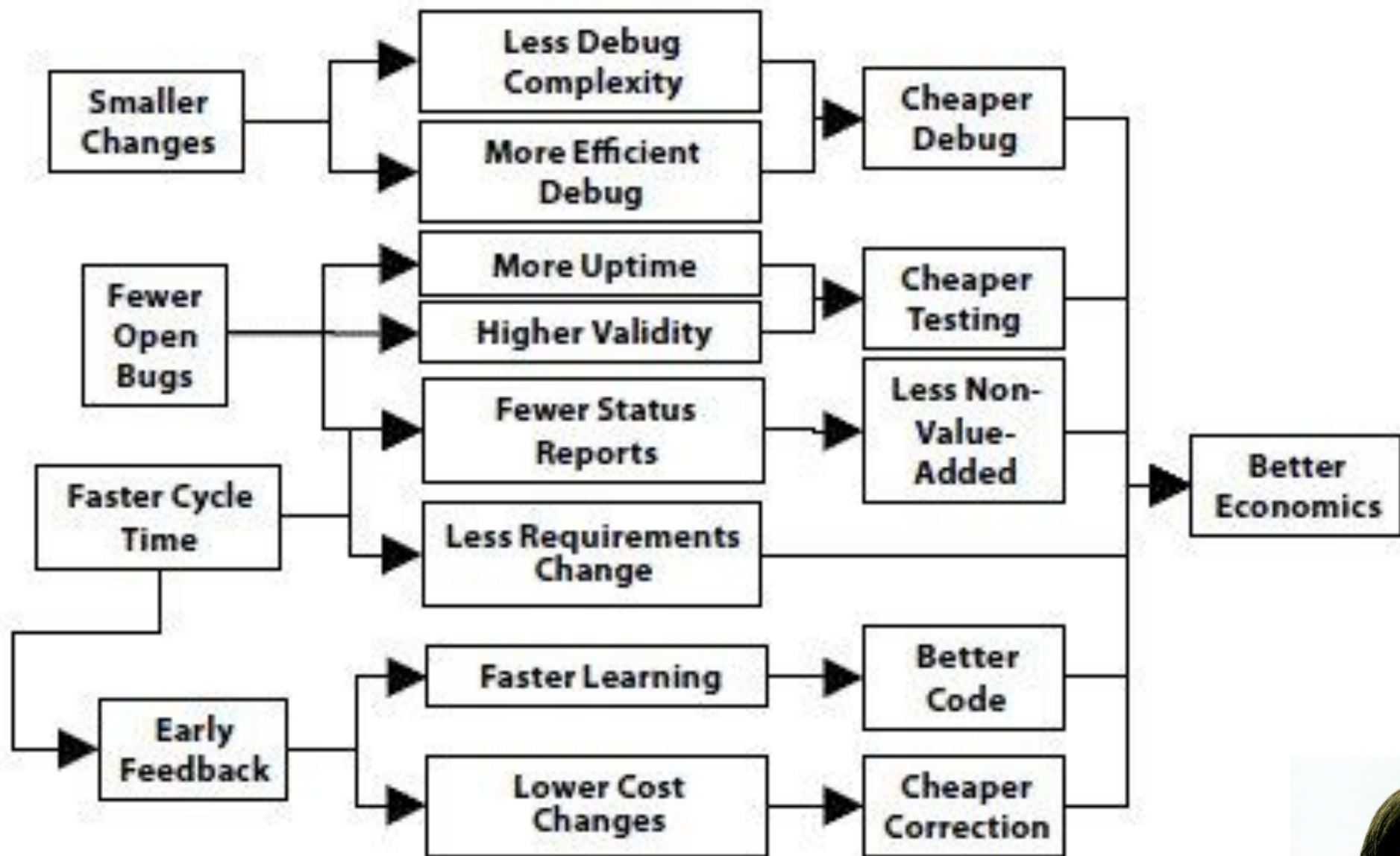
**POLICY  
WALL**



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# Errors Cause Cycle Time to Lengthen

*Critically... certain errors happen  
more frequently when tasks have  
long cycle times (repeat)*



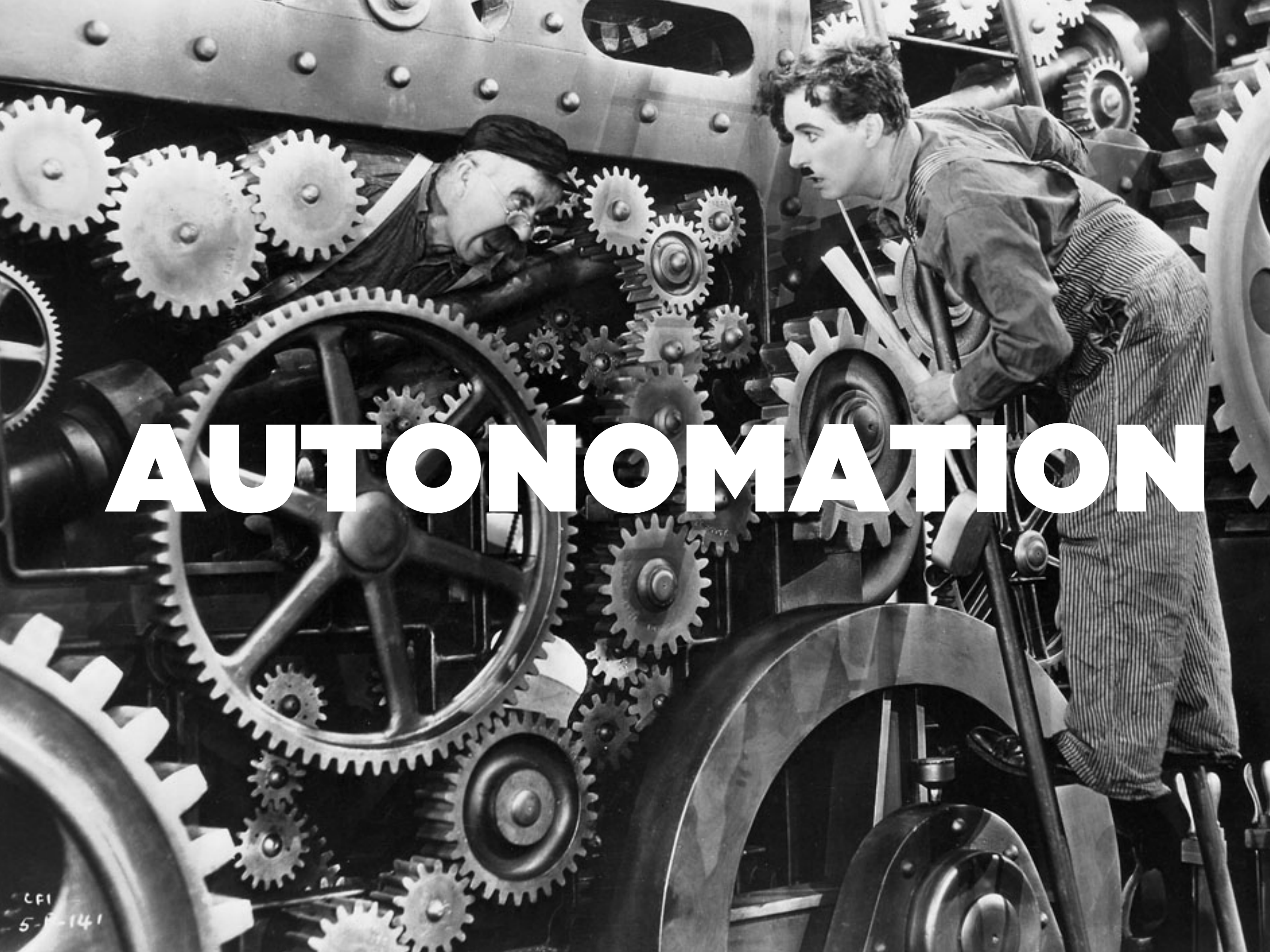
**Figure 5-3** Smaller batch sizes produce a wide range of benefits. The impact on overall economics is surprisingly large.



**Don Reinertsen**

# The Lean Tipping Point

*What Should We Expect To See?*



# AUTONOMATION

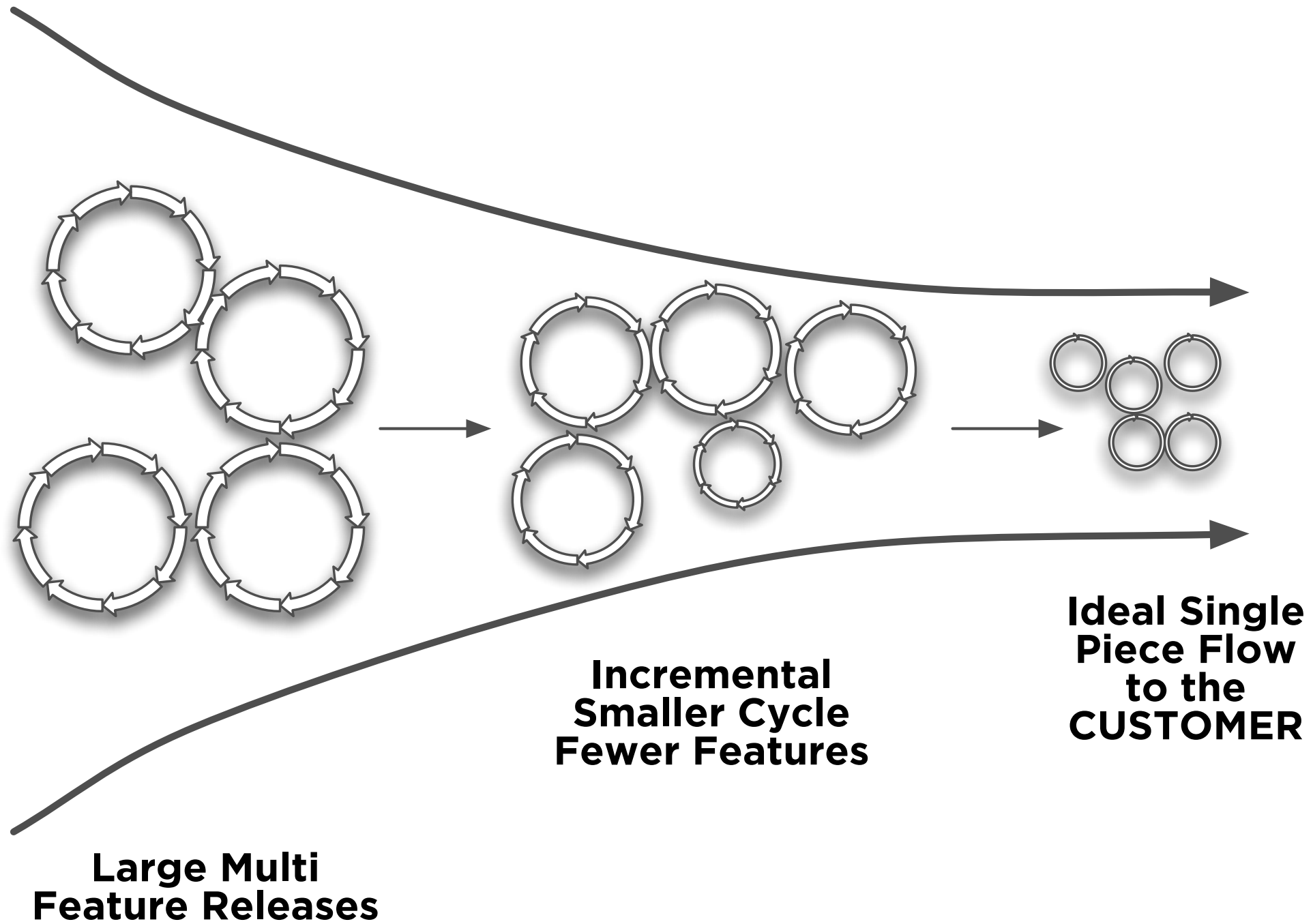
CFI  
5-141

*Understanding  
Increments vs  
Iterations*

*WHOLE SOLUTIONS*

*Understanding Risk  
as “Not Enough  
Information” instead  
of “Not Enough  
Time/Money”*

*Focus on Reduction  
of Cycle Time as a  
Method for  
Mitigating Risk*



# *Engagement in Problems thru Safe to Fail Experiments*

*Distributed and  
Diverse  
Experimentation  
Directly with  
Customers*

*Managers (must) adapt to the  
ambiguity of flatter  
organizations in which  
bureaucratic chains of command  
were replaced by networks of  
negotiated influence.*

*-Ronald Burt*

# Manifesto for Agile Software Development

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.

Kent Beck  
Mike Beedle  
Arie van Bennekum  
Alistair Cockburn  
Ward Cunningham  
Martin Fowler

James Grenning  
Jim Highsmith  
Andrew Hunt  
Ron Jeffries  
Jon Kern  
Brian Marick

Robert C. Martin  
Steve Mellor  
Ken Schwaber  
Jeff Sutherland  
Dave Thomas

# Suggestions for more Humane Work

*We are working together to explore ways of creating value with customers while leaving the world a bit better than the way we found it.*

*Through these explorations we have come to value:*

Asking how is *Process* effecting *Outcome*?

Understanding Why

Working with others

Being in control of our work

Understanding the Nature of our Work

*Through these explorations we have come to value:*

# Understanding Why

*Narrative of my Work*

*What is the Problem?*

*What is the CONTEXT?*

*Distributed Decisions*

*Through these explorations we have come to value:*

# Working with others

*Understanding the work of others*

*Understanding where our work  
comes from and goes to*

*Through these explorations we have come to value:*

# Being in control of our work

*The Size of the work is a DESIGN Decision*

*The amount of work in the system is a DESIGN  
Decision*

*Knowledge ROTS... Just-in-Time planning*

*Humans in control means the Software isn't... Reduce  
Technical Debt*

*Through these explorations we have come to value:*

# Understanding the Nature of our Work

*Understand the Problem... Understand the  
Problem... Understand the Problem...*

*Being Less Dogmatic  
Designing Work and Processes for our Context  
The work is **MORE THAN** the Artifacts*



**The future  
is already  
here — it's  
just not  
very evenly  
distributed.**

*- William Gibson*

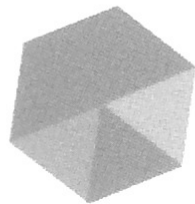
**YOU  
LIVE IN  
THE  
FUTURE**

**There are moral  
and ethical  
consequences of  
instantiating  
these futures in  
the wider world.**

**Leave the world a  
bit better than  
the way you  
found it.**



PRAXISflow



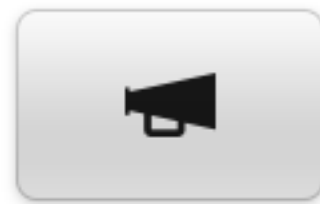
JABE BLOOM

Chief Flow Officer  
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@cyetain

praxisflow.com

Thanks.

Please evaluate  
this talk via the  
mobile app!



Engage