ENABLING AUTONOMY

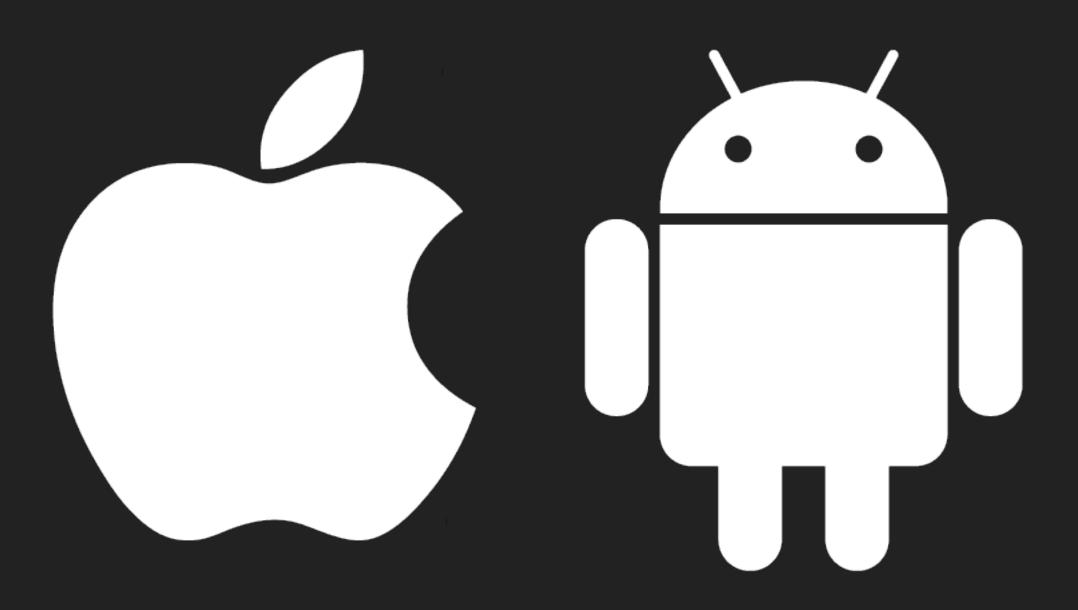




ARCHITECT

SALESFORCE





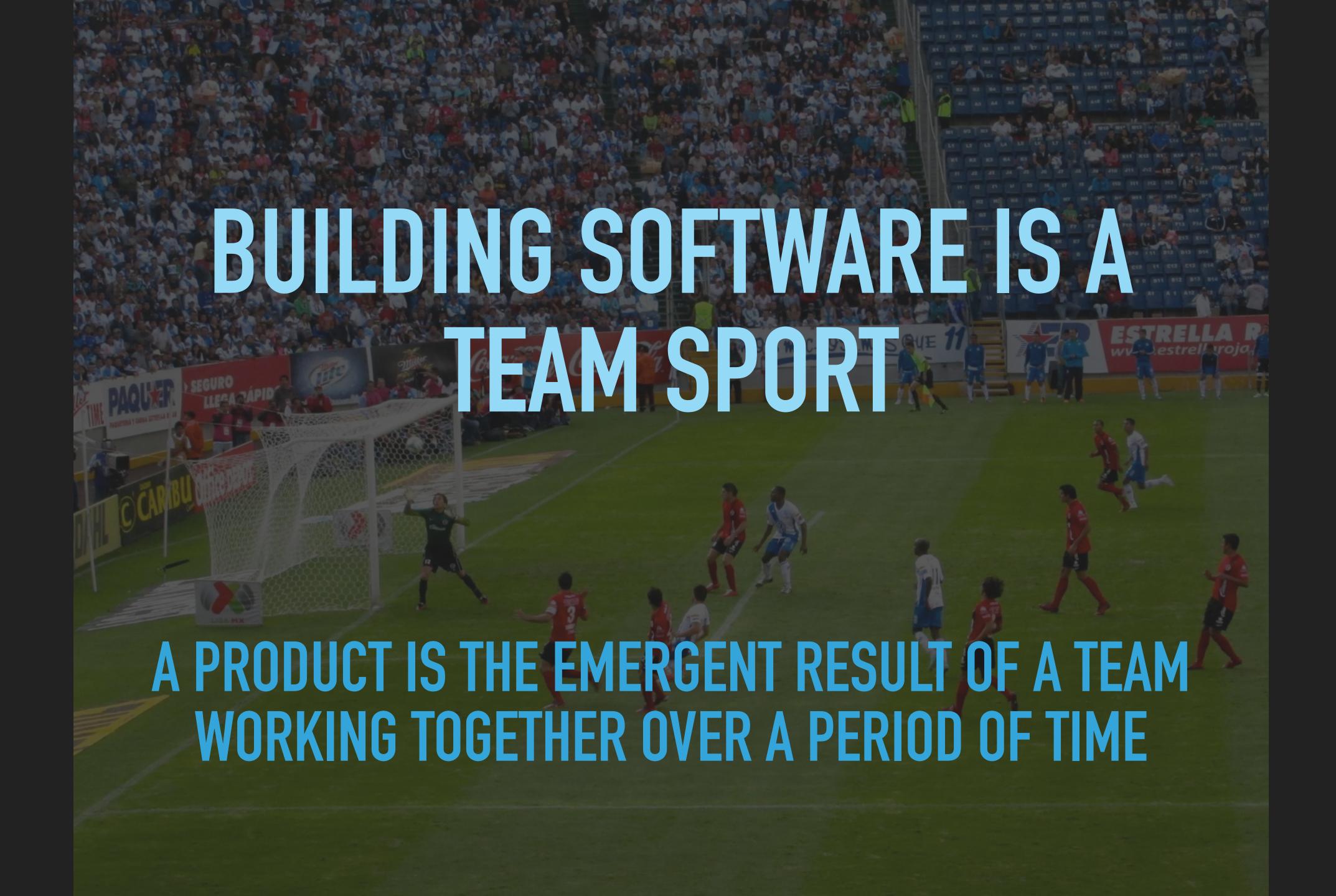


salesforce

HOW CAN WE BE MORE PRODUCTIVE AND

BUILD BETTER PRODUCTS





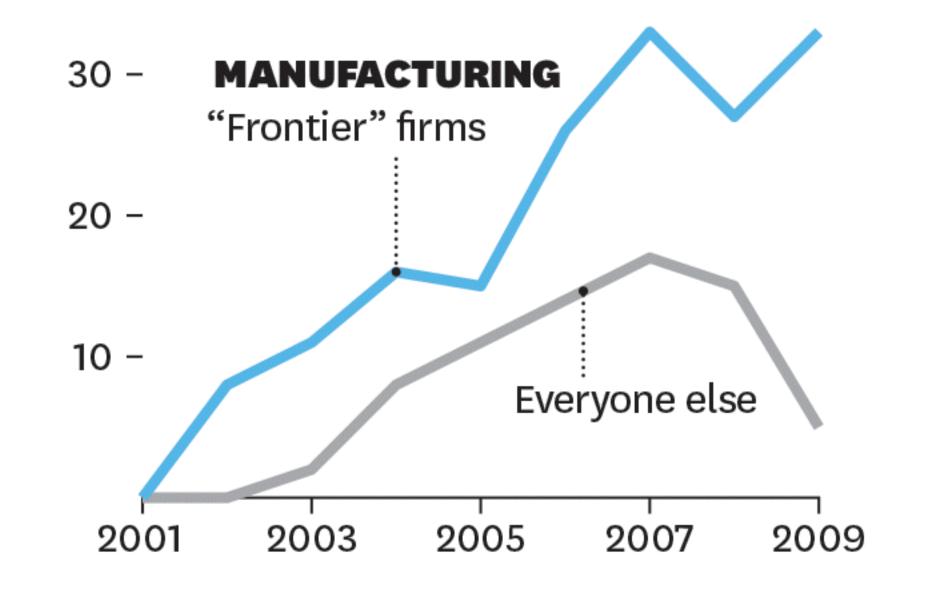
The Gap Between the Most Productive Firms and the Rest Is Growing

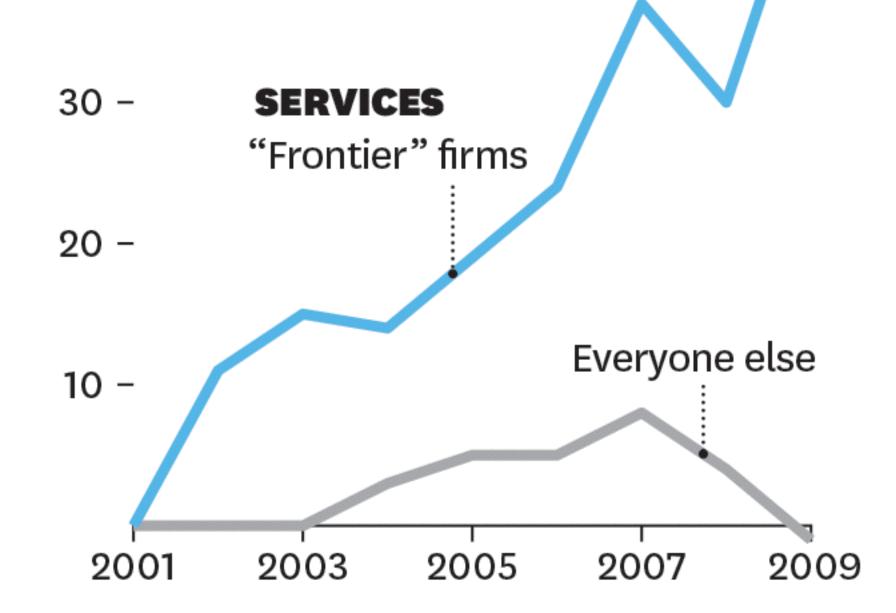
40% -

A look at labor productivity in manufacturing and services.

PERCENTAGE DIFFERENCE IN LABOR PRODUCTIVITY LEVELS FROM THEIR 2001 VALUES (INDEX, 2001=0)

40% -





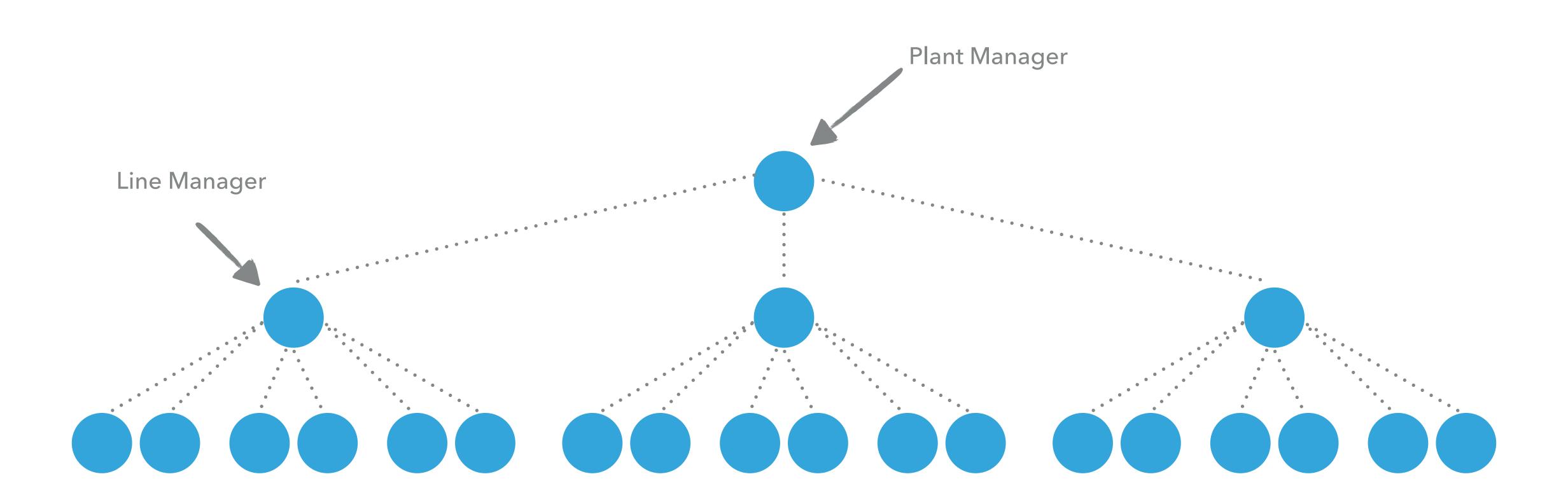
INNOVATION = ADAPTABILITY * CREATIVITY

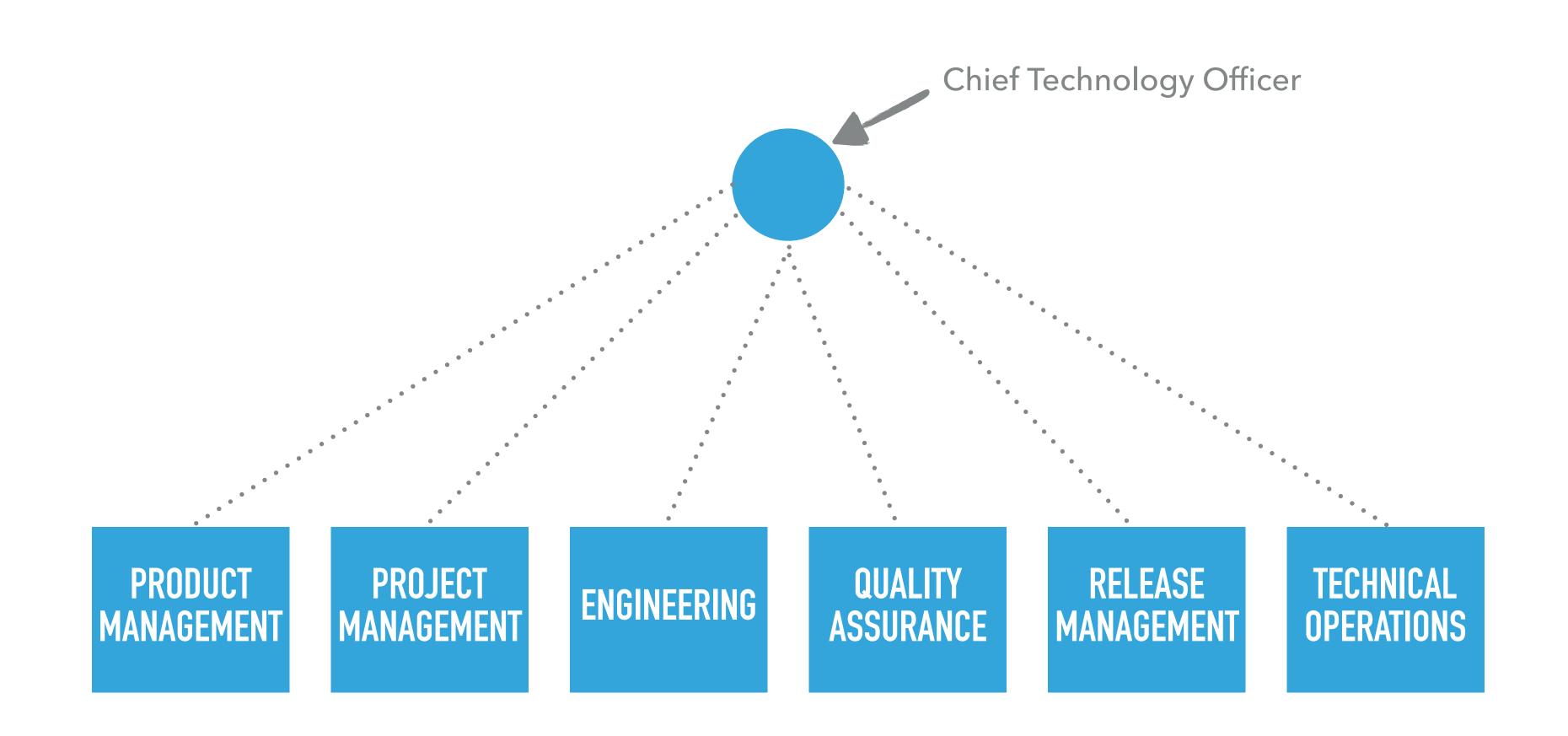
DRASTIC SHIFTS IN THE LAST 100 YEARS

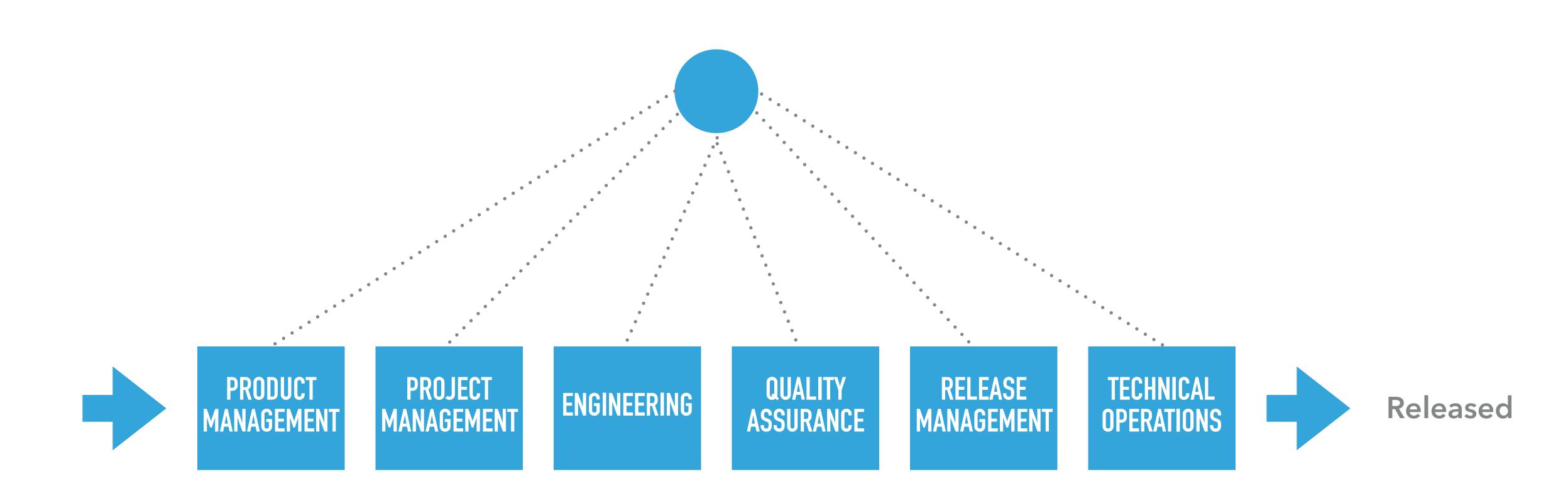
FACTORY TO OFFICE

SOFTWARE DEVELOPMENT IS NEW

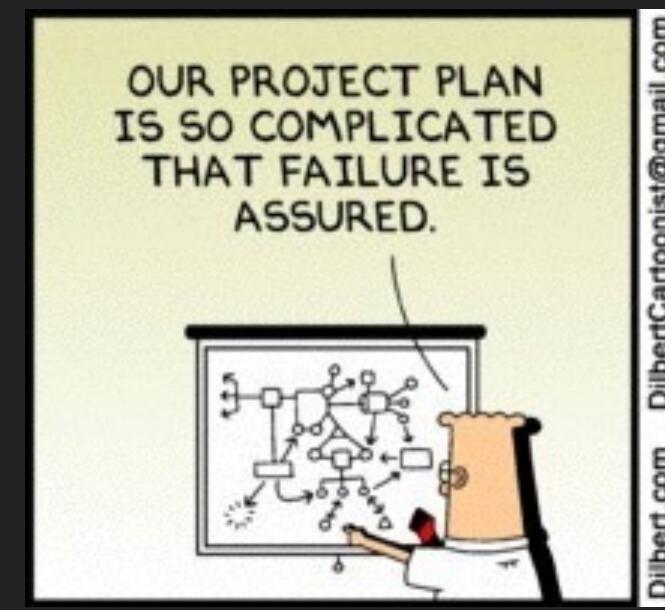
WE BUILT ON THE PAST





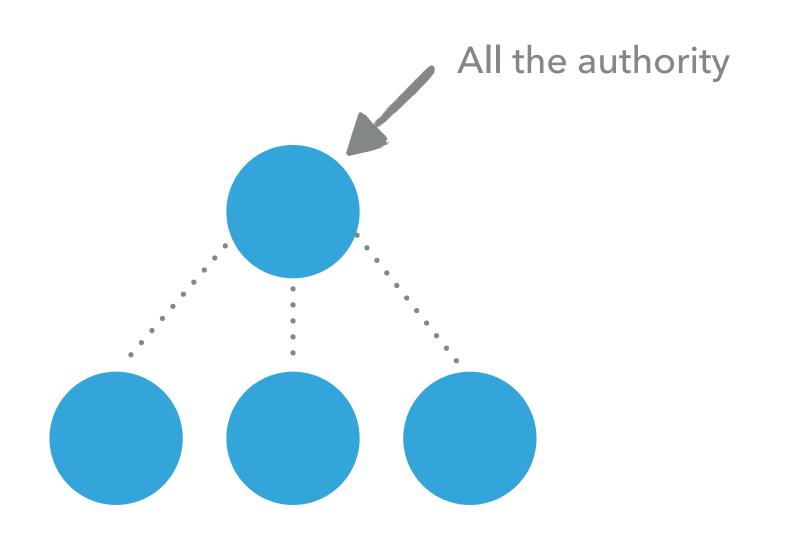


Waterfall Development



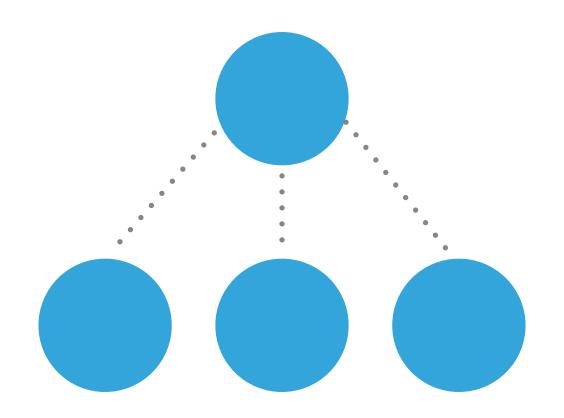
BUT COMPLEXITY IS
TOO ABSTRACT FOR
YOU TO MANAGE, SO
INSTEAD YOU WILL
SPRAY MY ENERGY
INTO THE VORTEX
OF FAILURE.





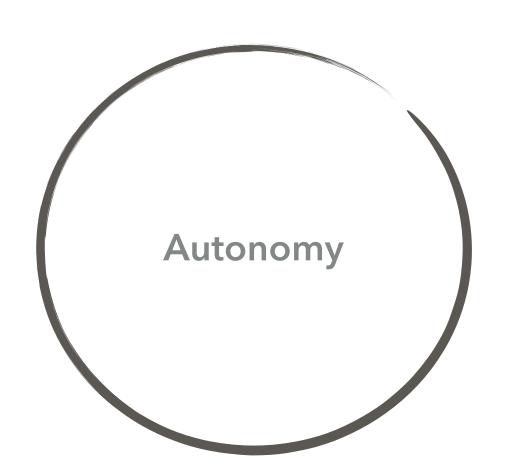


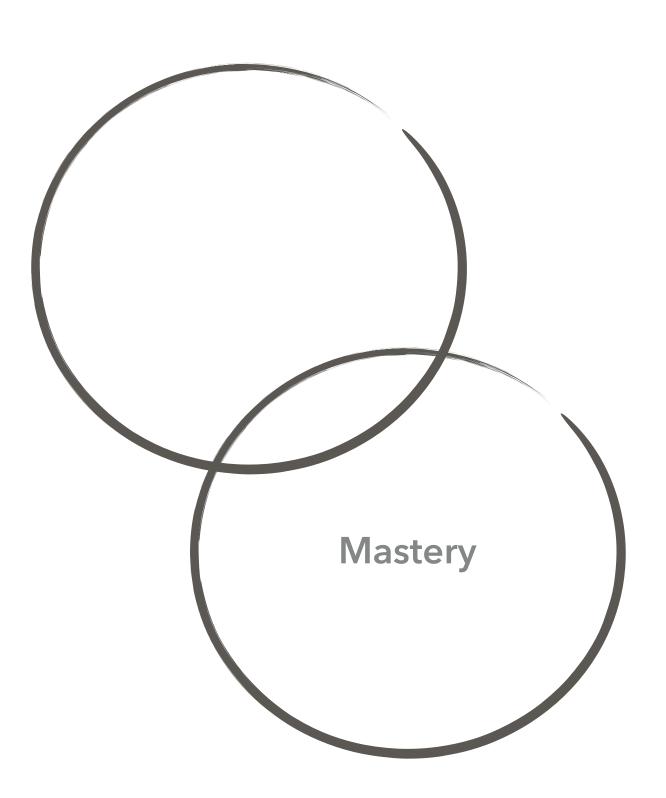


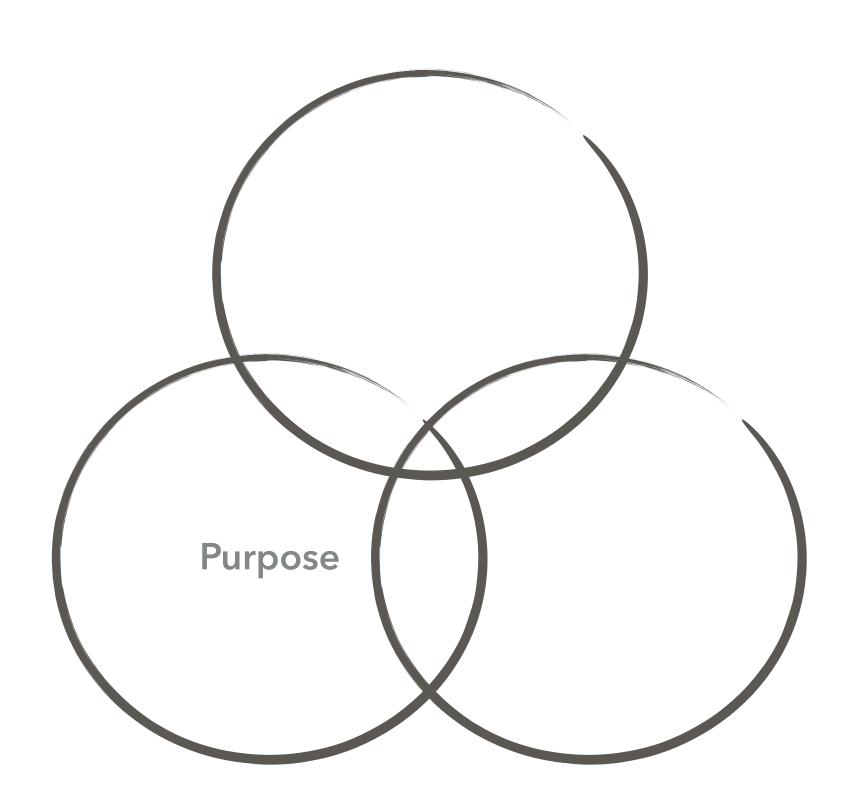


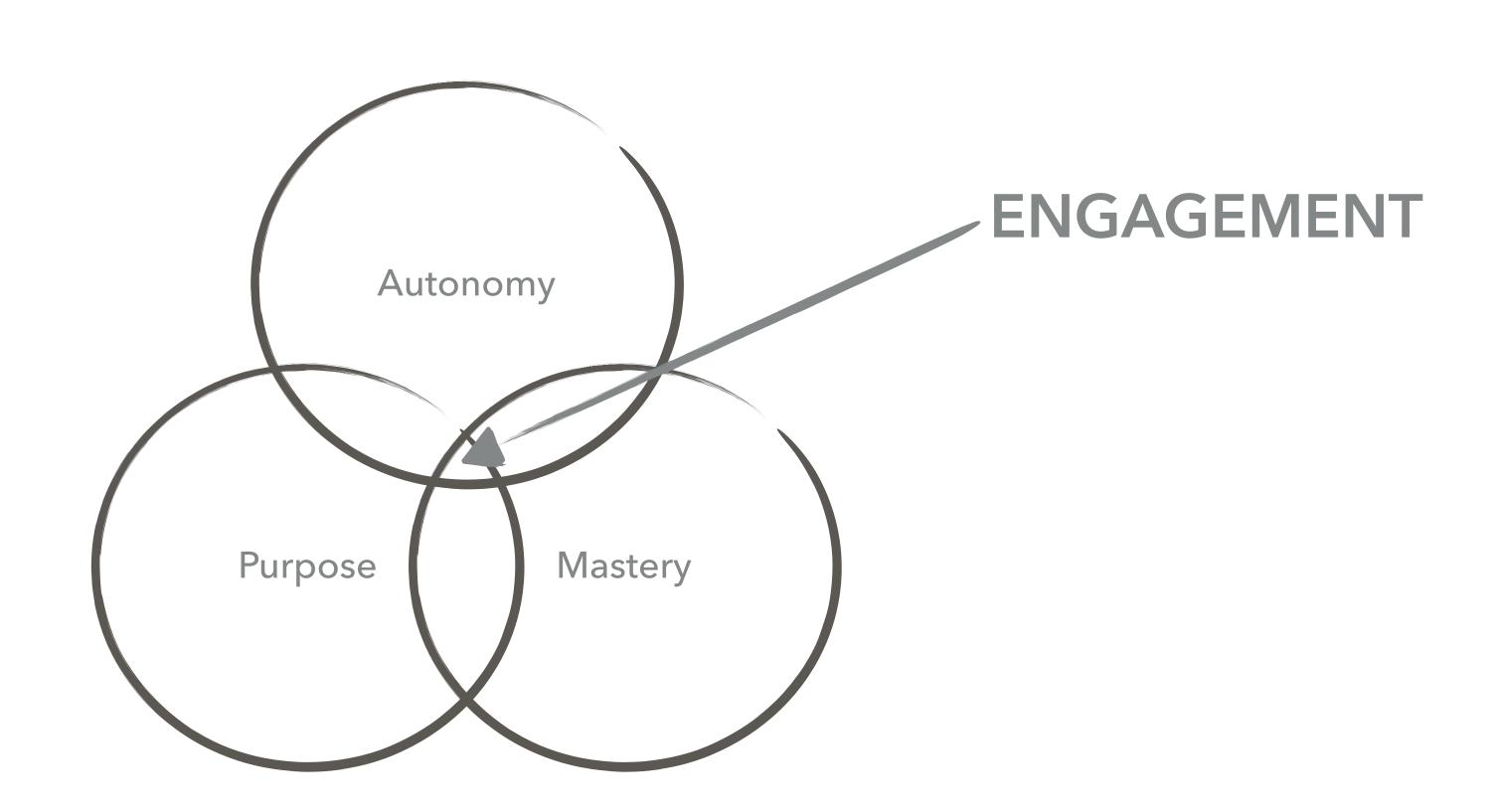
MEETINGS, MEETINGS AND MORE MEETINGS

So, what do we want?









CONTROL LEADS TO COMPLIANCE; AUTONOMY LEADS TO ENGAGEMENT.

Daniel H. Pink

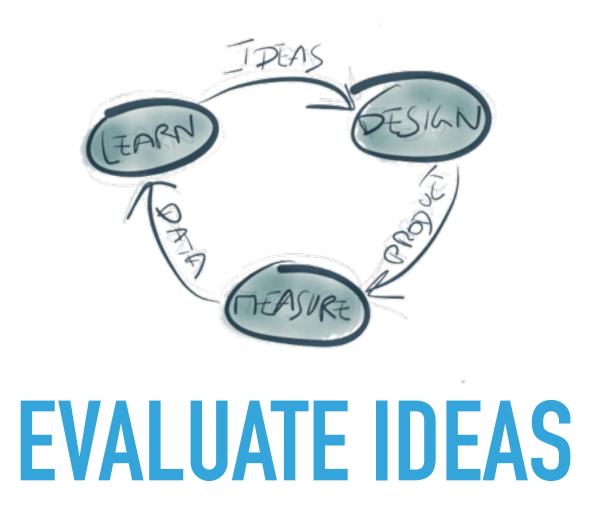
REQUIRES US TO CHANGE HOW WE

ORGANIZE AND OPERATE

Team are our Lego Blocks

THEY ARE OUR FUNCTIONAL UNIT OF PRODUCTION

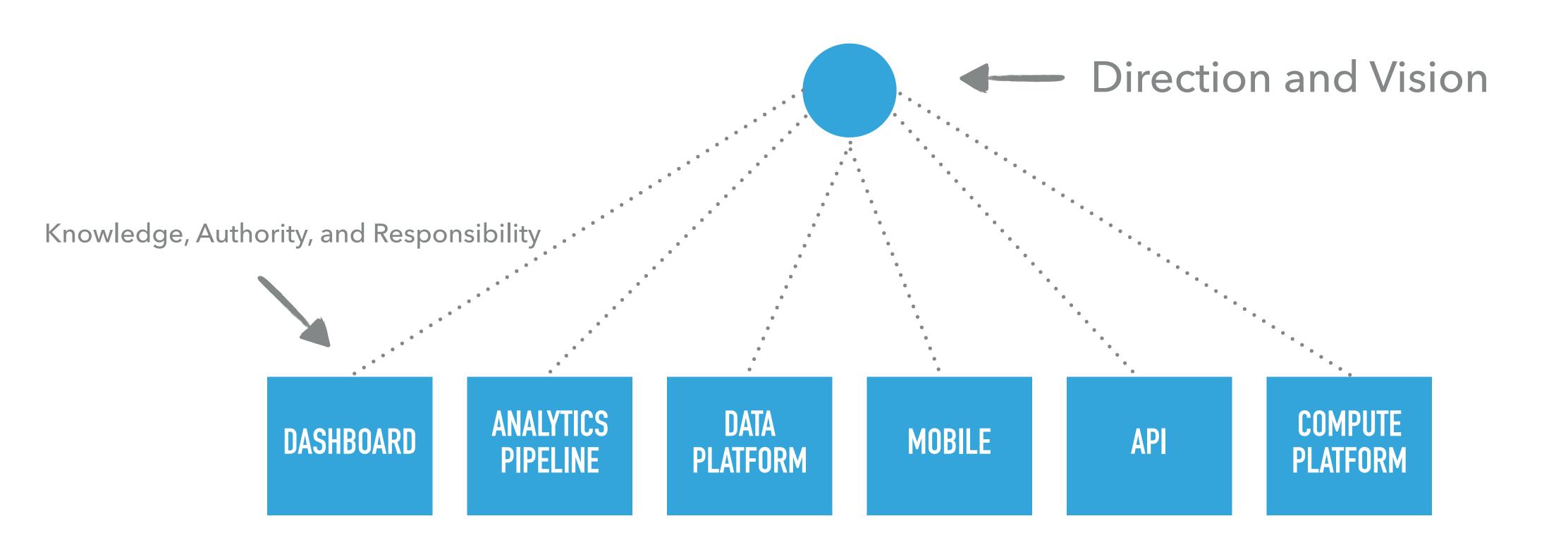






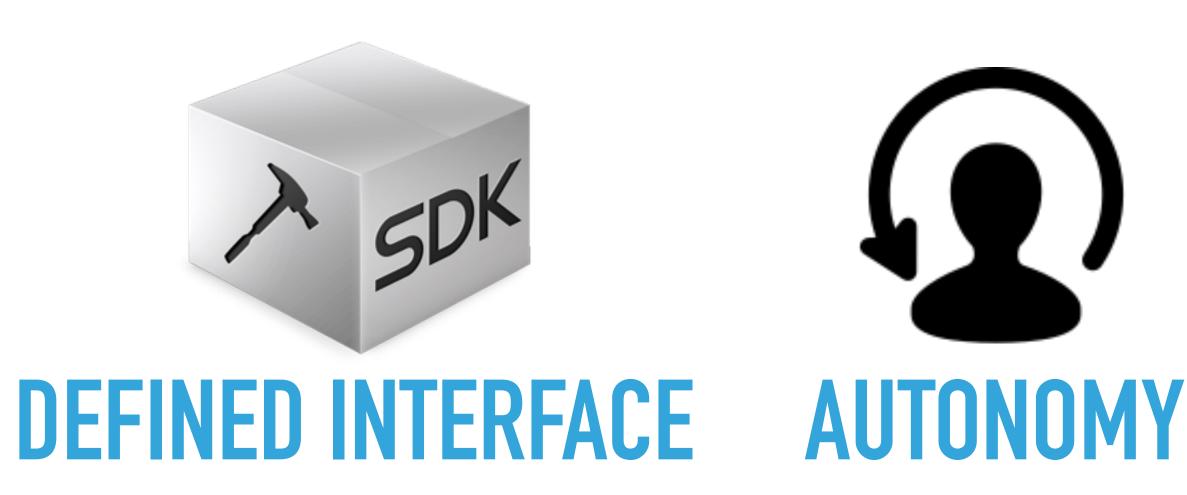
How can teams be more productive?

1. Localize Authority and Responsibility



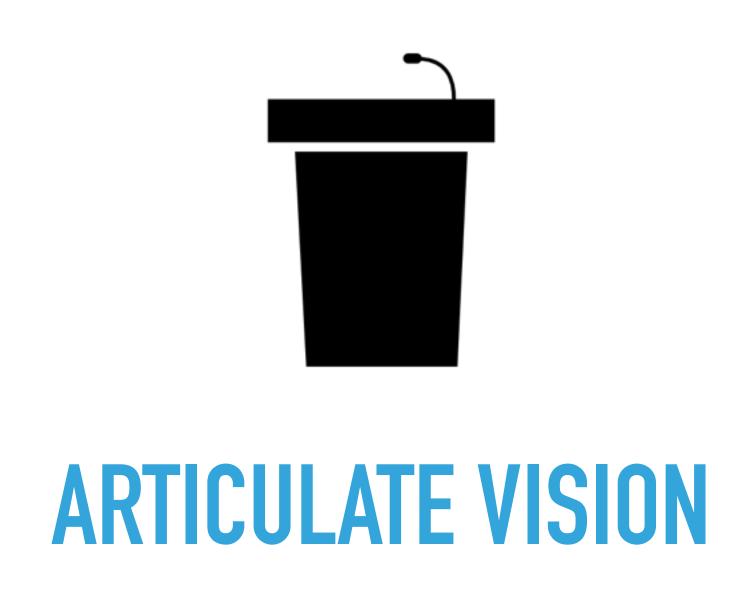
DEFINE CLEAR AREAS OF RESPONSIBILITY WITH DEPTH







LEAD, DON'T MANAGE



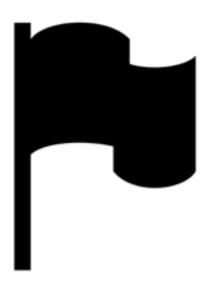




MEASURE RESULTS

EMBRACE TRANSPARENCY

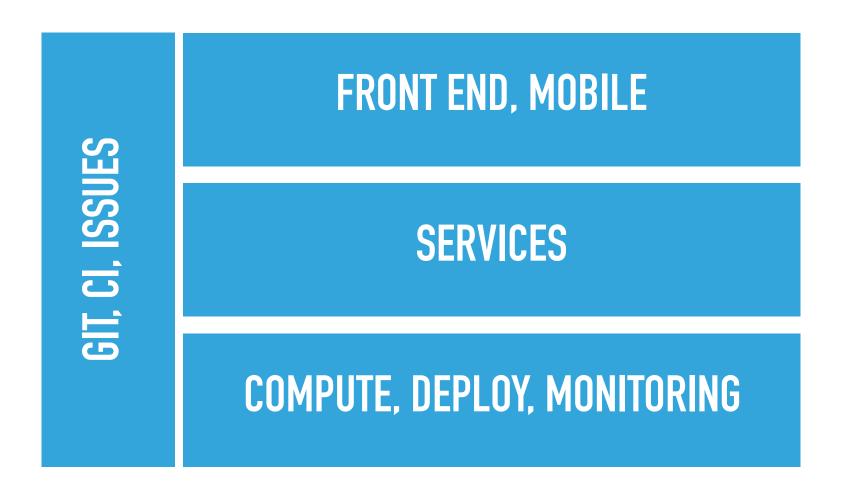




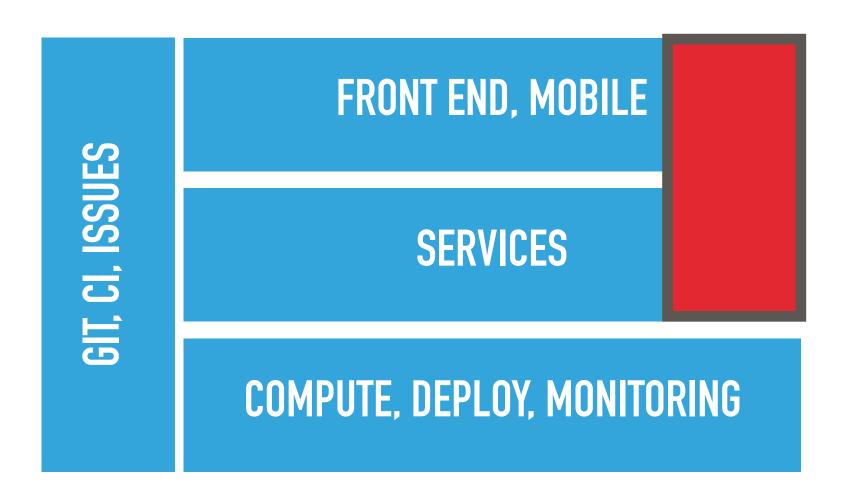


2. Breakdown Functional Silos

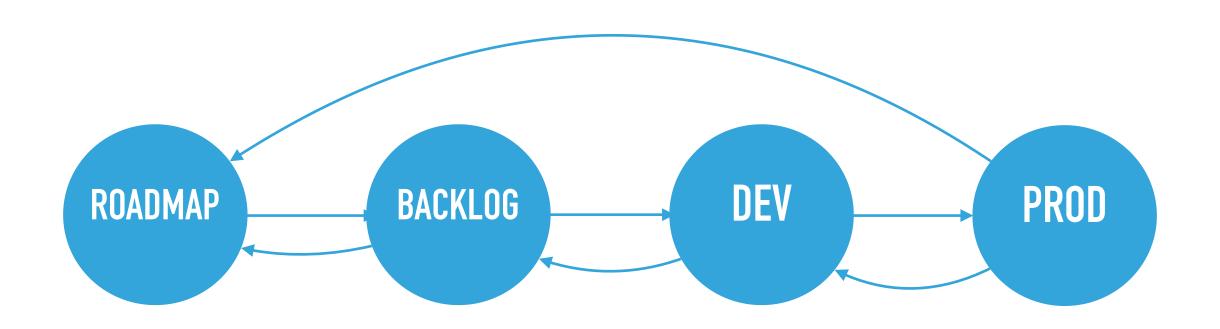
BUILD PLATFORMS



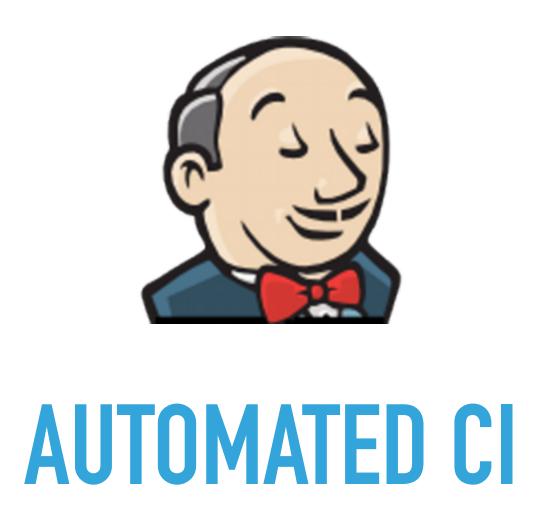
CROSS LAYER PROJECT TEAMS

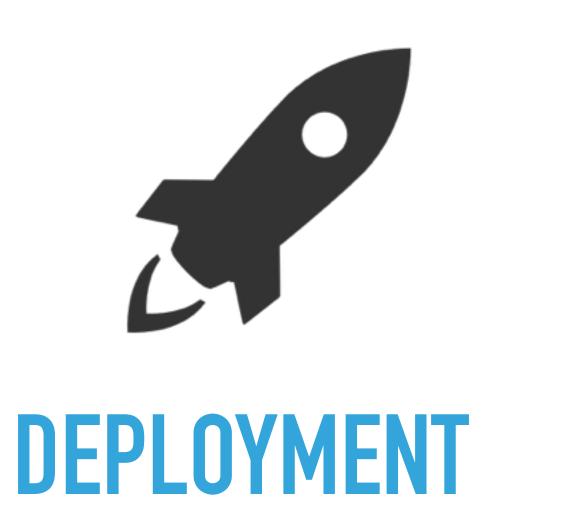


FOCUS ON DEVELOPMENT FLOW — IDEATION TO DEPLOYMENT



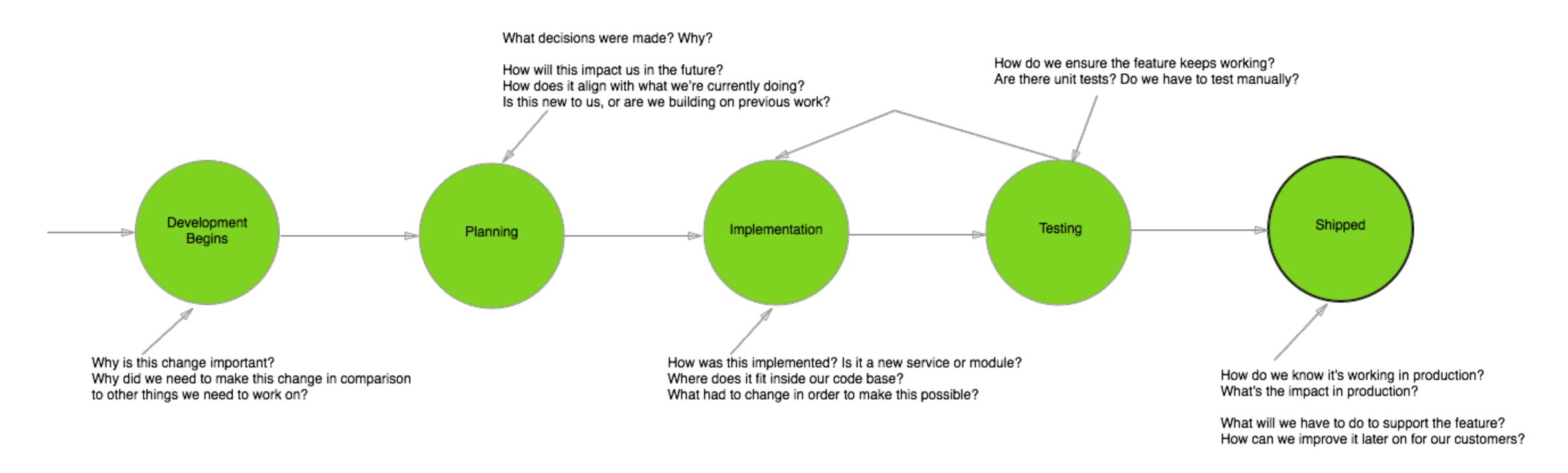
AUTOMATION IS THE RULE OF LAW







BUILT IN KNOWLEDGE DISSEMINATION

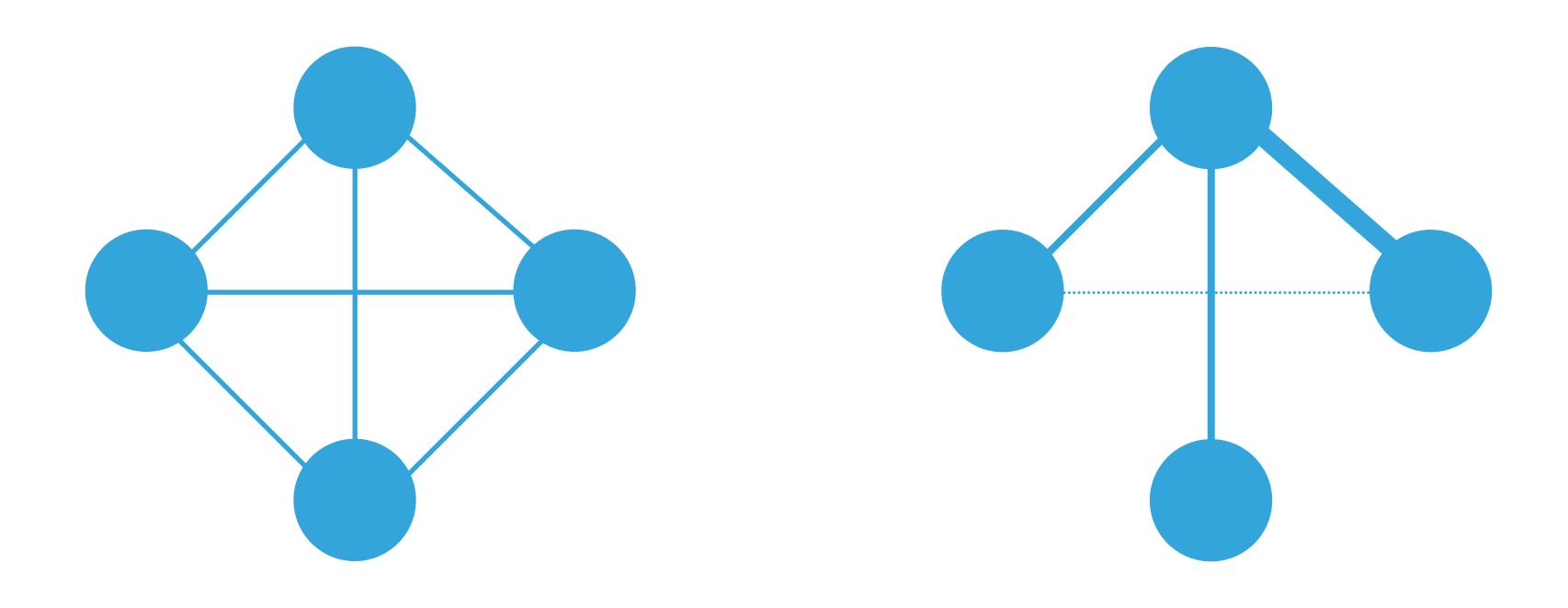


DUPLICATION IS OKAY — THAT'S NOT THE PRIMARY CONCERN

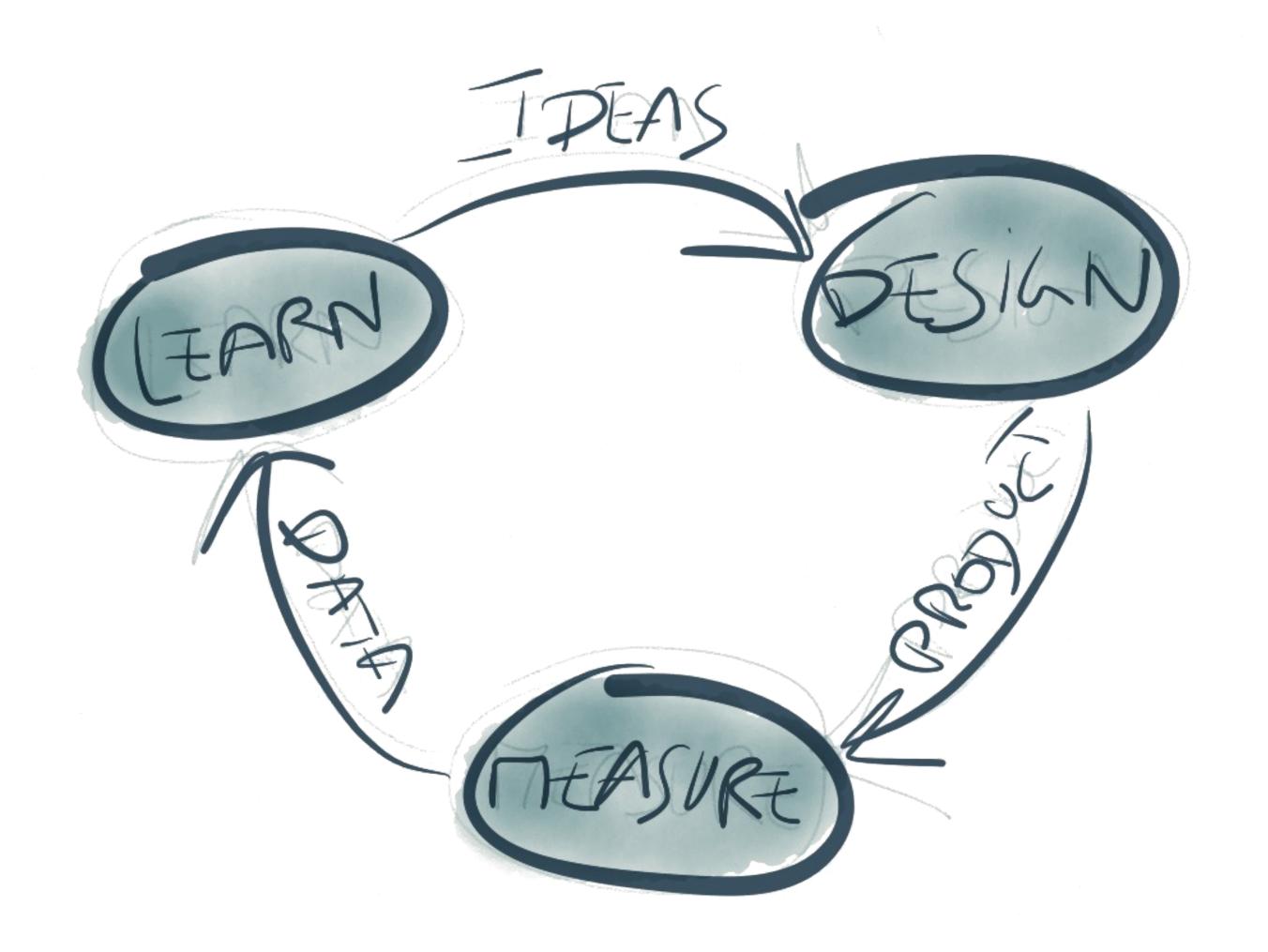
- We often focus on building the perfect code bases
- We try to have one way of doing things
- This is important, but don't attempt to control it through your org chart
- Build a culture of eventual alignment and executing on your vision

3. Focus on Team Dynamics

STRONGLY CONNECTED COMMUNICATION GRAPH



TO WRAP THIS UP



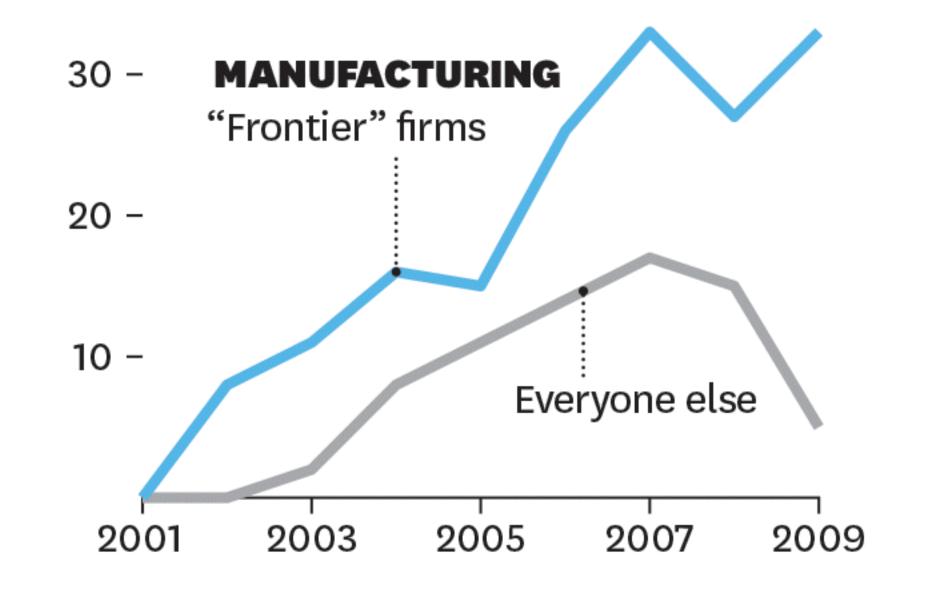
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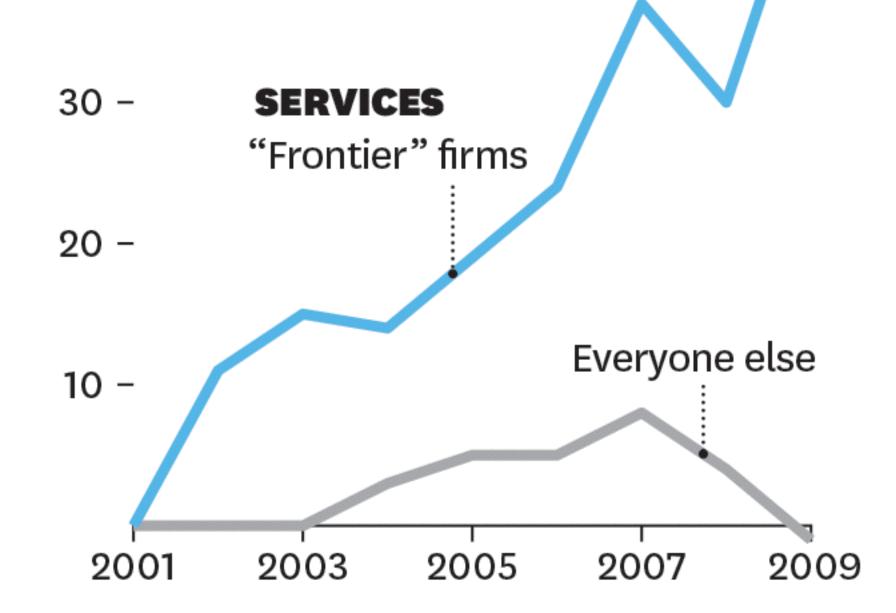
40% -

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PERCENTAGE DIFFERENCE IN LABOR PRODUCTIVITY LEVELS FROM THEIR 2001 VALUES (INDEX, 2001=0)

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WHEN YOU'RE FINISHED CHANGING, YOU'RE FINISHED.

Benjamin Franklin

THANK YOU