

NÆRINGS
FORENINGEN

Gir kraft til vekst

“From crash diet to sustainable - achieving a successful lean culture”

LEAN Dagen - Næringsforeningen

27th October 2020

As recommended by:

Forbes

**Harvard
Business
Review**


**PROGRESSING
MINDS**

My Background

Integration of experience :

- Doctor of Psychology and Expert Negotiator
- Executive Business Leader (Energy, Gov, Private, Health, NGO)
- Entrepreneur
- Author on Leadership and coach
- Hockey mom!

PIN[®] in Business

(Persuasion, Influence, Negotiation)

WHAT

Competence

(Business & Commercial & Ability to lead)

Integrity

(Reliable, consistent, humble)

Authority

(Accountable)

HOW

PIN



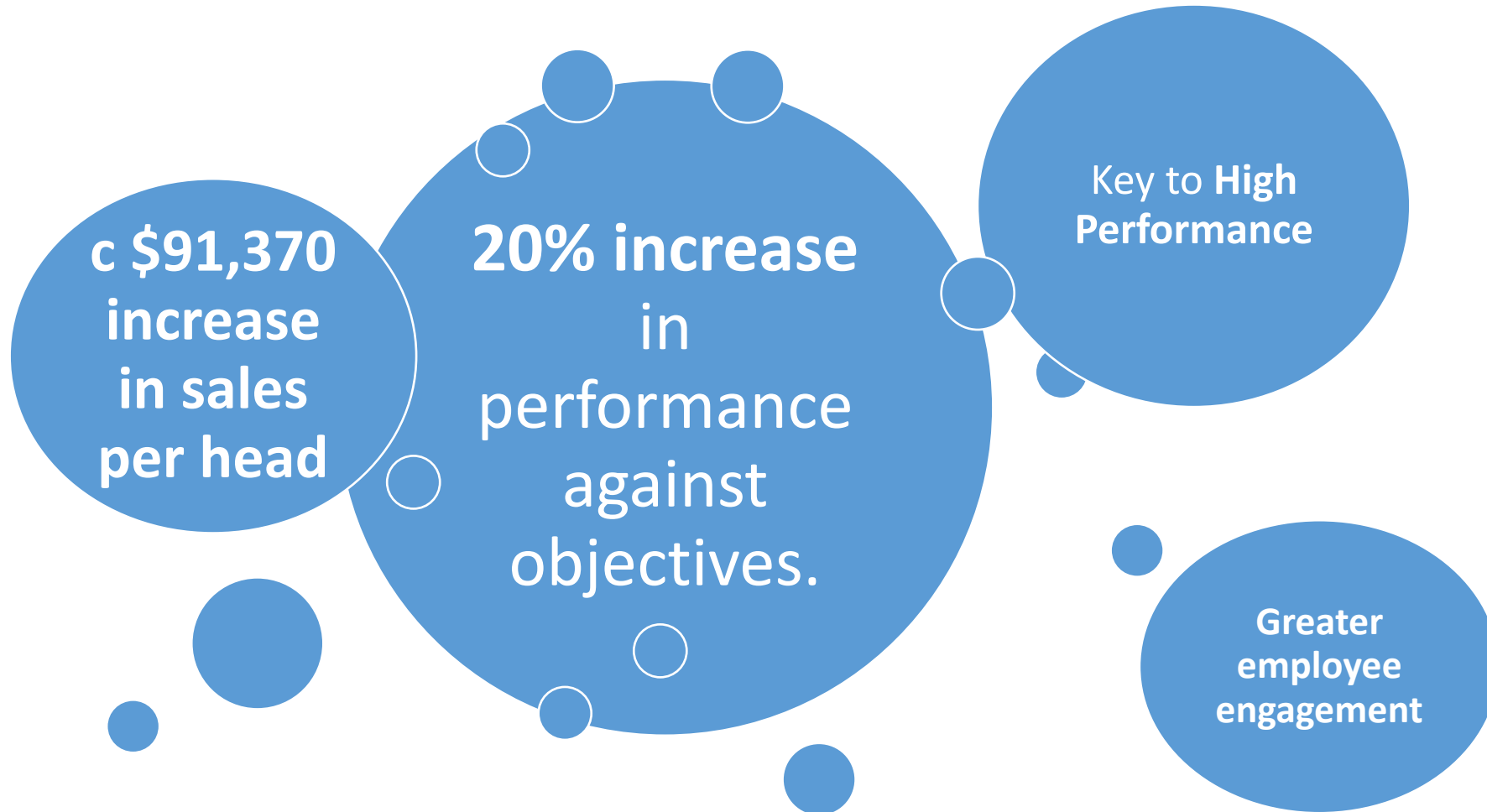
WHY

Performance

Culture

Profit

The business case for increased PIN skills or Emotional Intelligence



Don't confuse presence with influence. (c) progressingminds

What is Culture?

3 elements to a culture:

- Behaviors
- Systems
- Practices

all guided by an overarching set of values.

A culture can be “felt”



Leadership is the key to driving culture

...whilst employees are key to making it stick

- *Quality* of the change idea is important in terms of solution, process and technical output **BUT.....** *Acceptance* is as important for achieving an *Effective* solution

$$Q \times A = E$$

**“A TEAM THAT TRAINS TOGETHER ...
WINS TOGETHER !”**

From crash diet to sustainable lean workstyle – leaders as coaches

TRUST



Don't confuse presence with influence. (c) progressingminds

Thank you!



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