# Agility Advantage

**Signify – Shiv – 23 Feb**
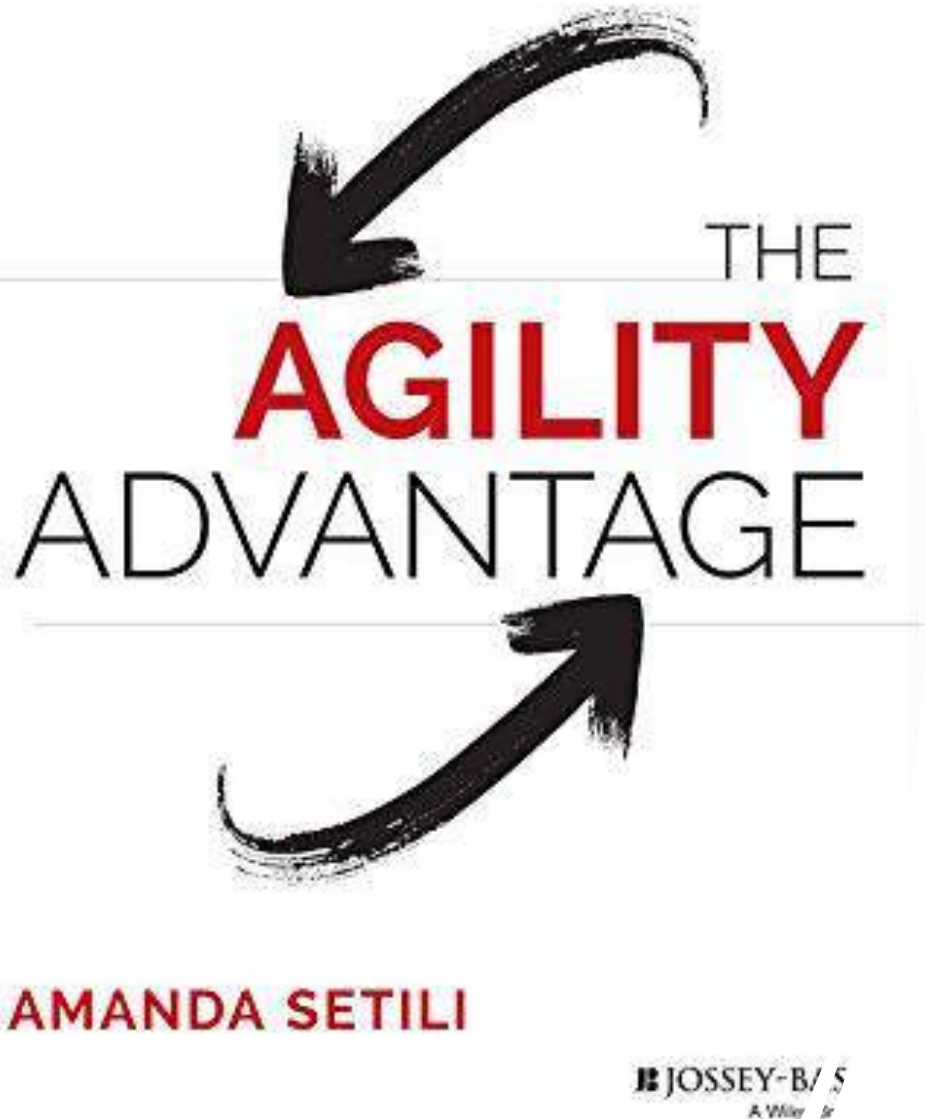
# Statutory Warning

I have read the book
I am told this is prescribed
reading for all of you.

# How a company responds to..

- **Uncertain situations**
- **Turns challenges into opportunities**
- **Finds solutions to changing market requirements**
- **Quickly develops products of high quality and value**

# SCRUM PROCESS

The software industry and the tech industry are possibly at the leading edge of "agile".

Scrum, DevOps, BI, Kanban are ways to do it.

My simple point – Agility starts with the individual, if he/she chooses/embraces to be agile, no force in the world can stop him/her. Its good for your CV value

# Theory

The world is changing and cycles are different now. Old theories don't work.

Football Old theory – Ball Possession wins matches, attack from the center in front of the goal.
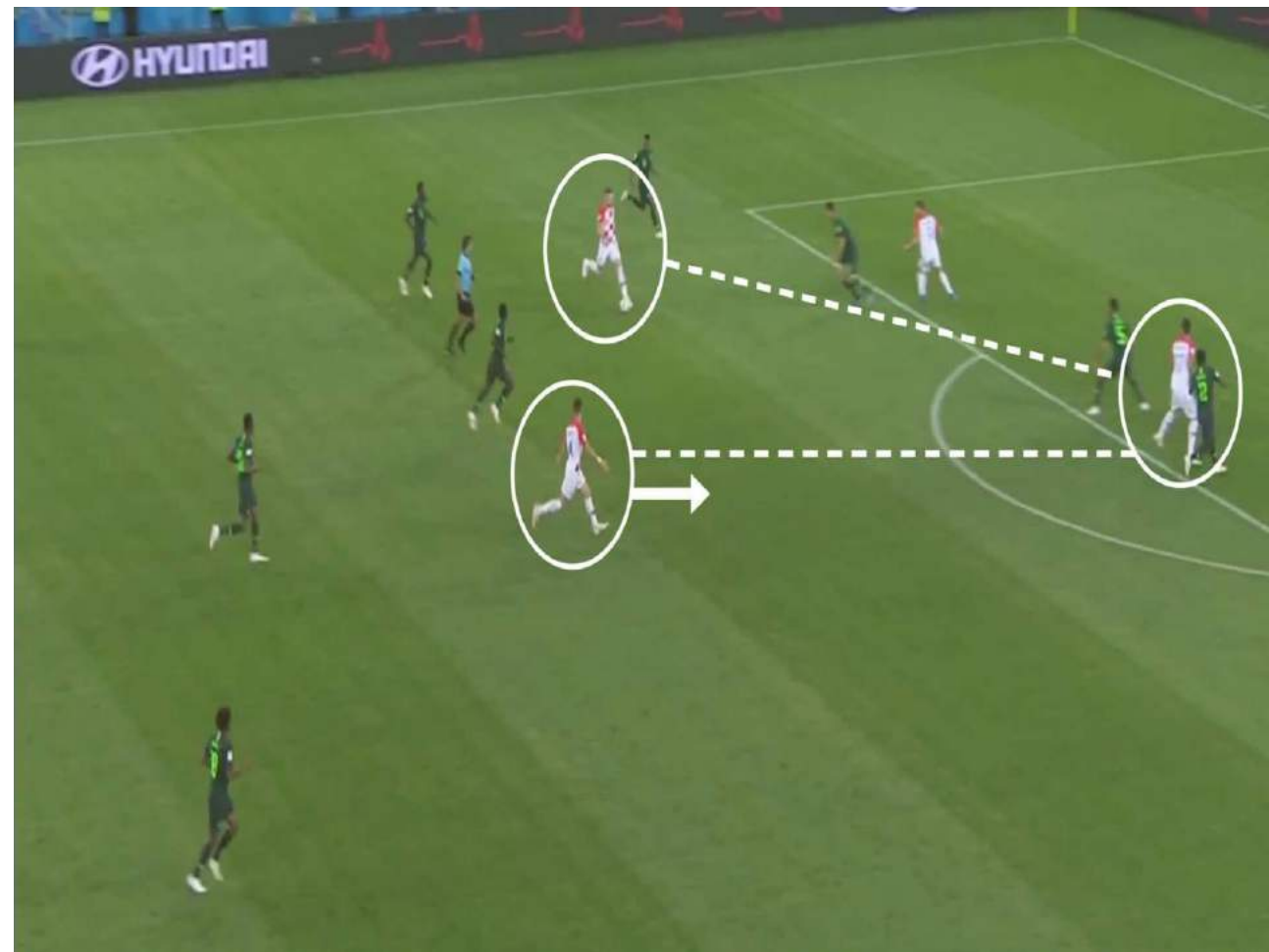
# Football World Cup Ball Possession to Points ratio

| World Cup Year | Ball Possession to Points ratio |
|---|---|
| 2006 | 0.706 |
| 2010 | 0.42 |
| 2014 | 0.27 |
| 2018 | 0.2 |
| 2022 | 0.16 |

# Football new stream of attack in front of goal

| Attack | 2006 | 2022 |
|---|---|---|
| **From the Centre** | **32%** | **23%** |
| **From the left** | **31%** | **39%** |
| **From the right** | **37%** | **38%** |

# Cricket scoring rate runs per over – Top 3 since 1877

| Year | Team | No of tests | Run rate |
|------|------|-------------|----------|
| 1910 | Australia | 2 | 4.47 |
| 2022 | England | 15 | 4.13 |
| 2003 | Australia | 12 | 4.08 |

Agile Declarations
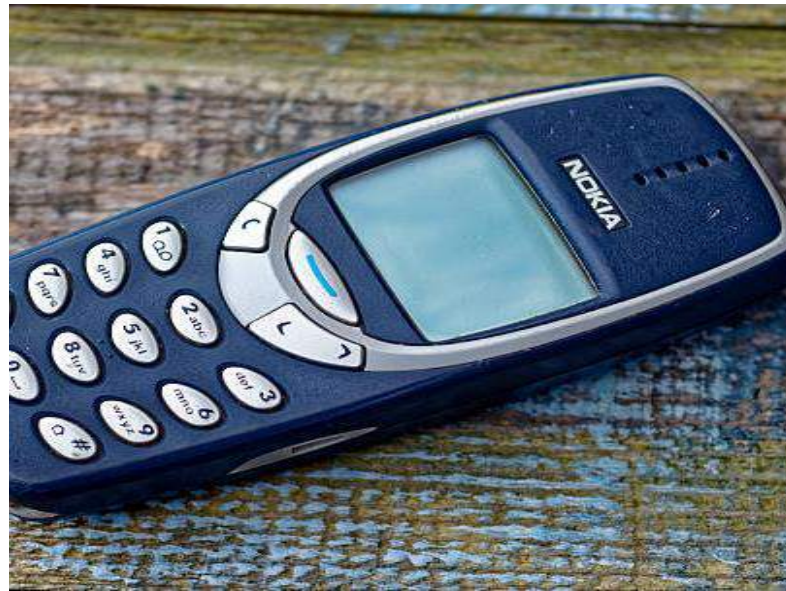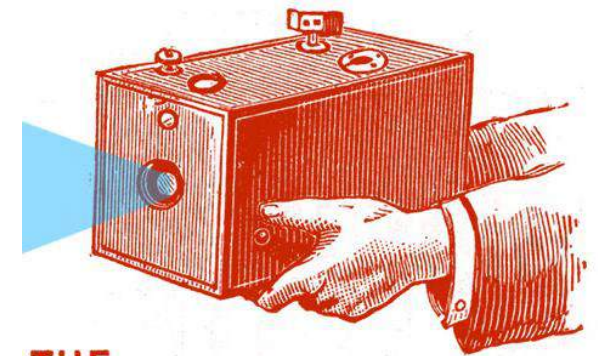
# Non agile companies

# Non agile Companies

1. Lose touch with customers
2. Their Leaders lose touch with employees
3. Copy others and do copy cat solutions
4. Are over confident

Leading to 3 vital signs…..

# 3 Signs of Non agile companies

**1. Mkt Cap is flat**

**2.PE ratio drops**

**3.Cash Flow drops**
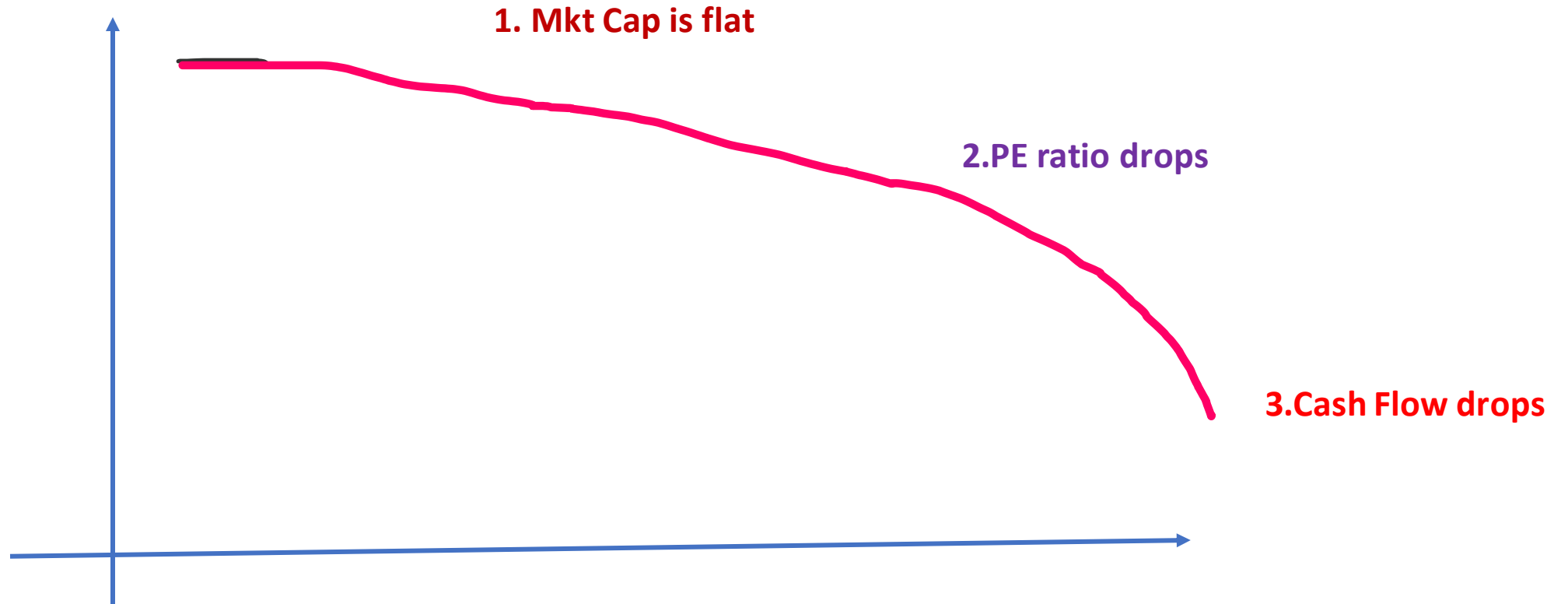
Sugar - Local companies reacted faster

Fact : Individuals are more agile and responsive on social media than in their companies.

# Individuals need
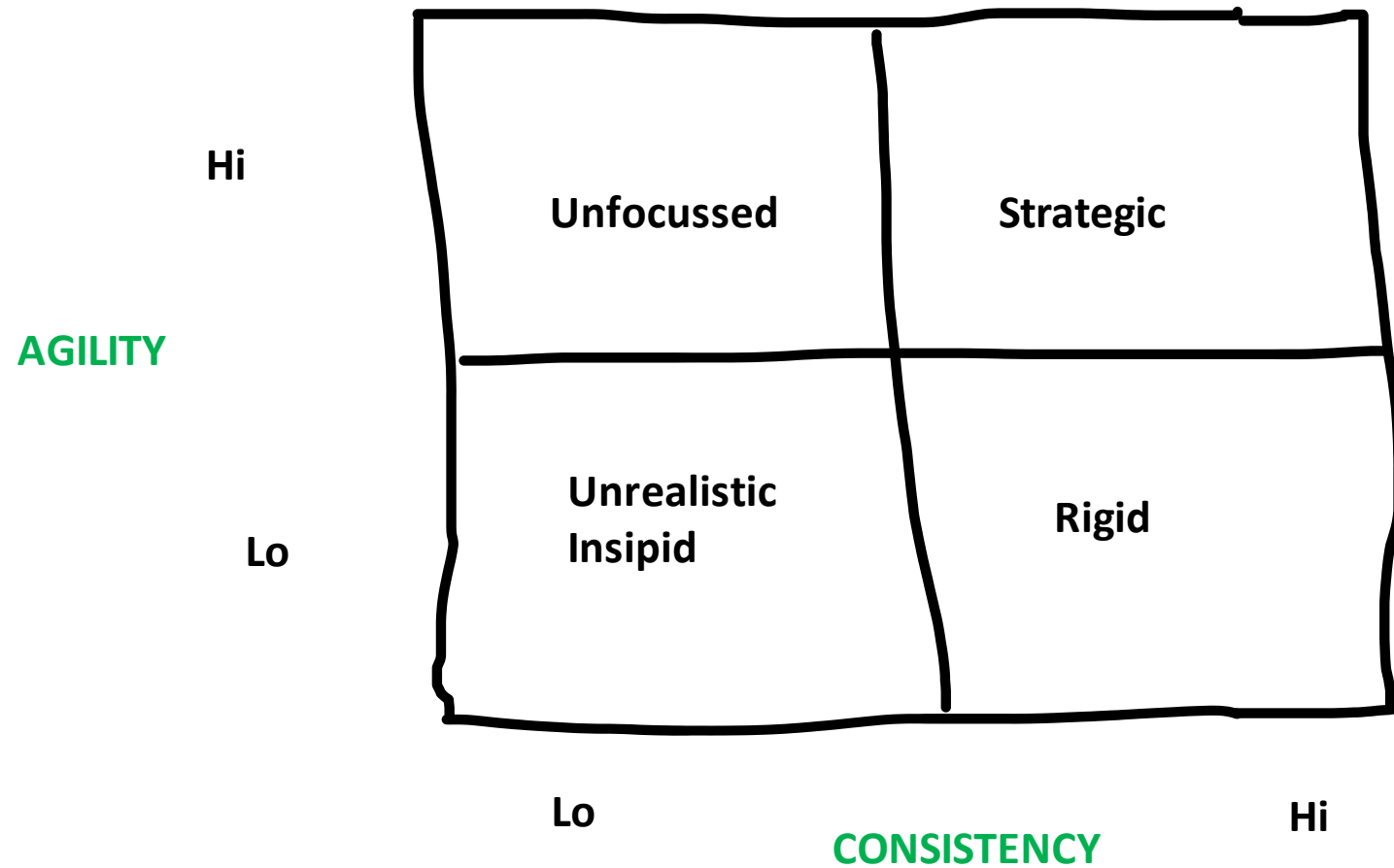
- **A growth mind set**
- **An ability to solve problems**
- **A sense of ownership**
- **Accountability**

# Agility vs Consistency

# What are ideas I have tried

- **Responsiveness Survey**
- **Talk to 2 people outside my industry every month**
- **Read , reflect  and try and teach new ideas**
- **Try small scale experiments**
- **Avoid success traps**
- **Meet as many consumers and customers as possible to pick shifts.**

Questions?