



**Lições aprendidas após um
ano e meio elevando a
maturidade de organizações**

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Atuando como Agile Coach em contexto de consultoria



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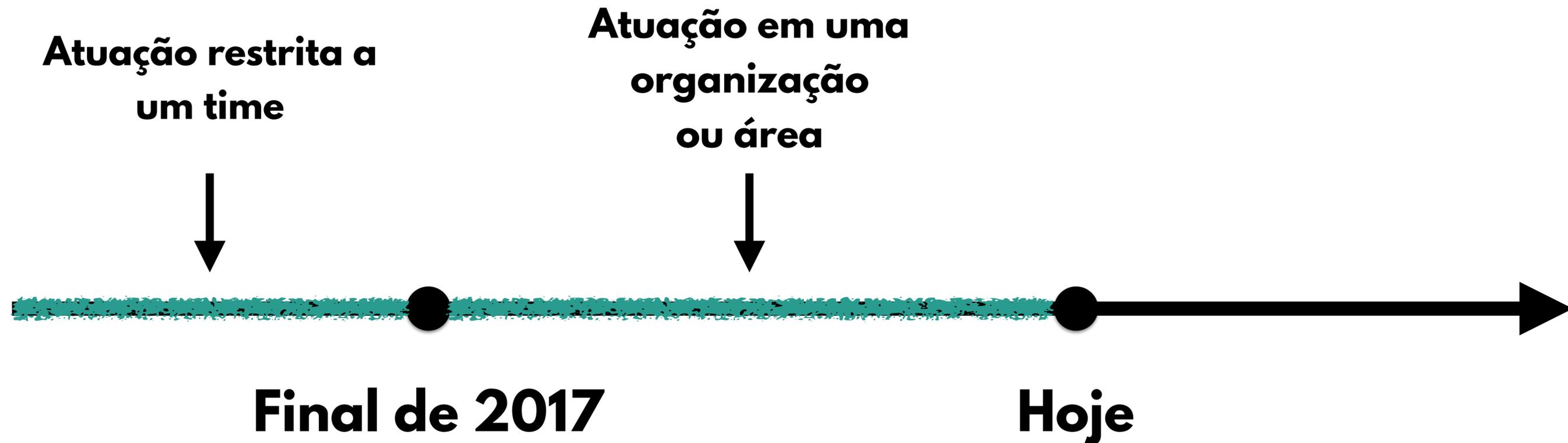
Atuação restrita a
um time



Final de 2017

Hoje

Atuando como Agile Coach em contexto de consultoria



Atuando como Agile Coach em contexto de consultoria



1. Tenha um plano



**Onde estamos e
onde queremos
chegar?**

Ajudada a

manter o foco

Ajudada a setar

expectativas

**Determine
critérios de
sucesso**

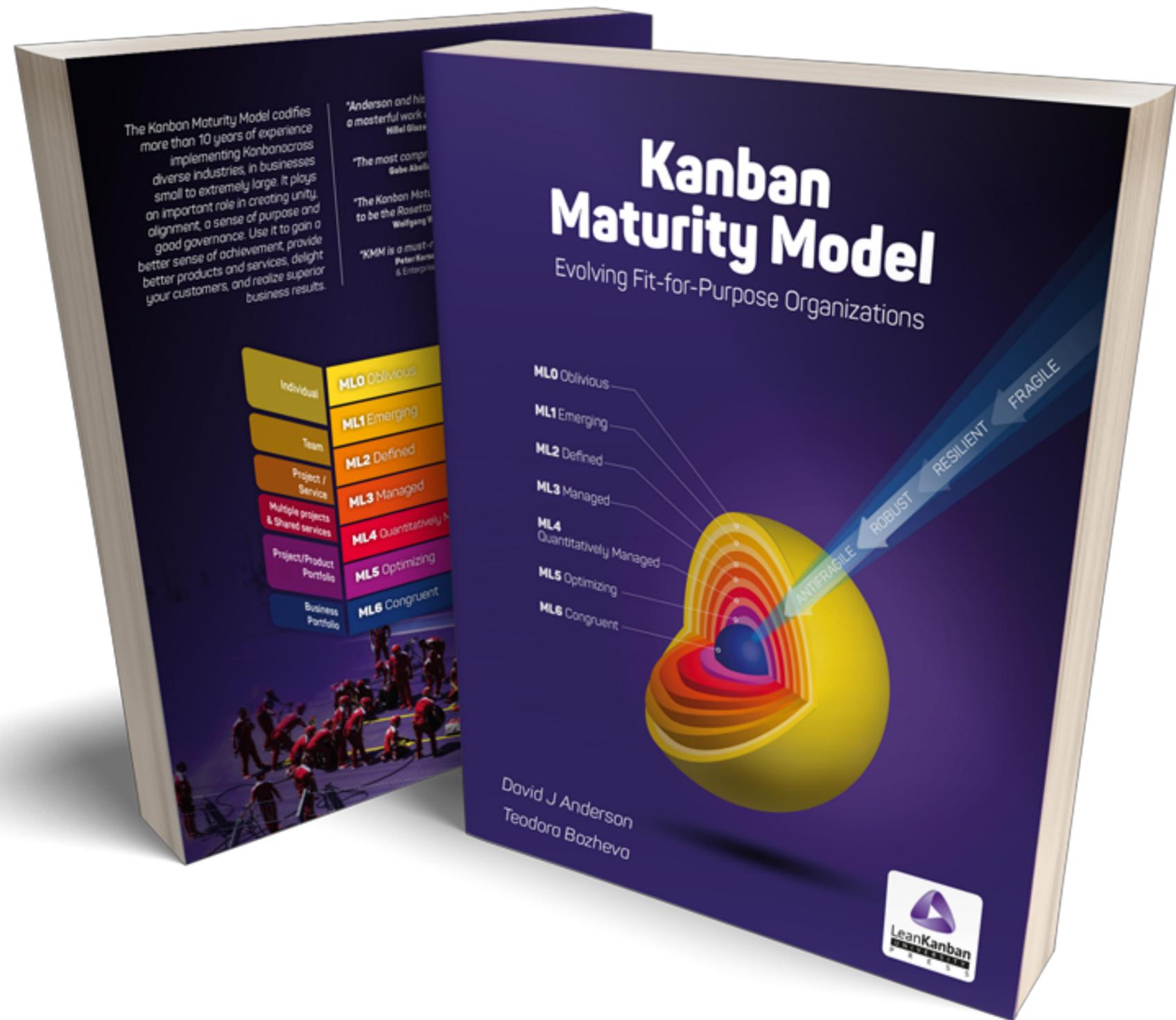
2. Comece simples e evolua gradativamente

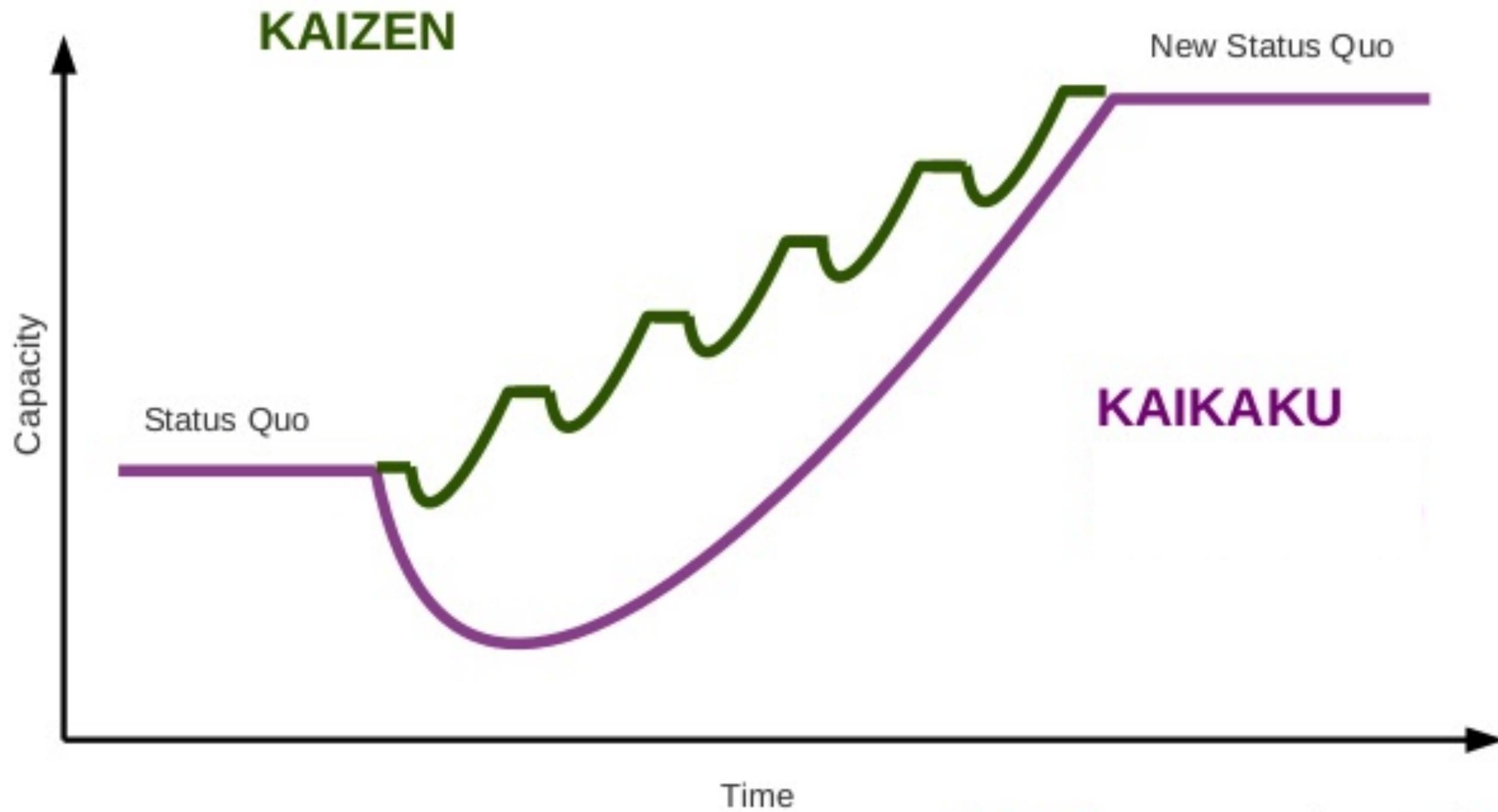


Tudo tem

seu tempo

**KMM tem
sido boa
referência**

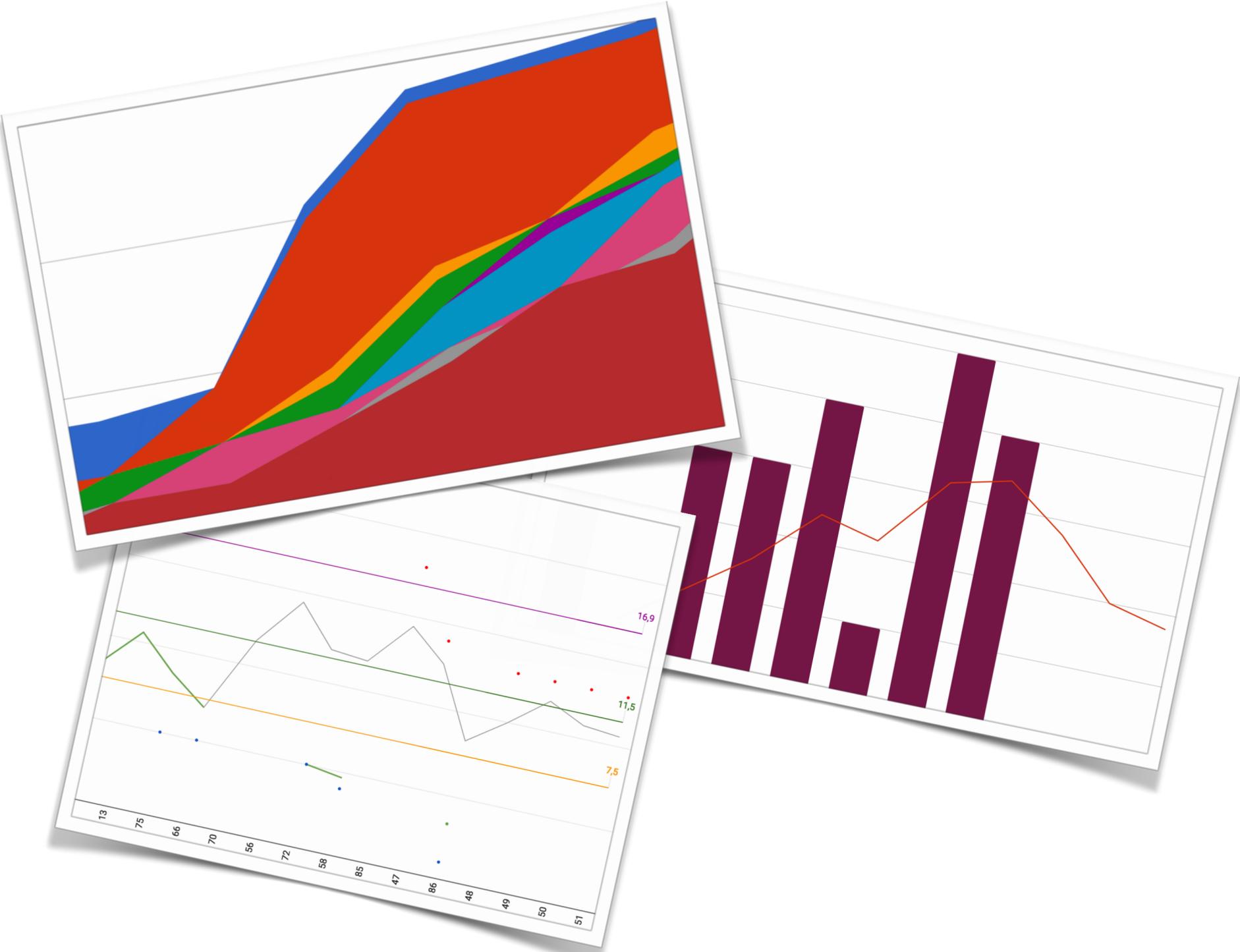




Sempre que possível comece com papel



Até mesmo as métricas



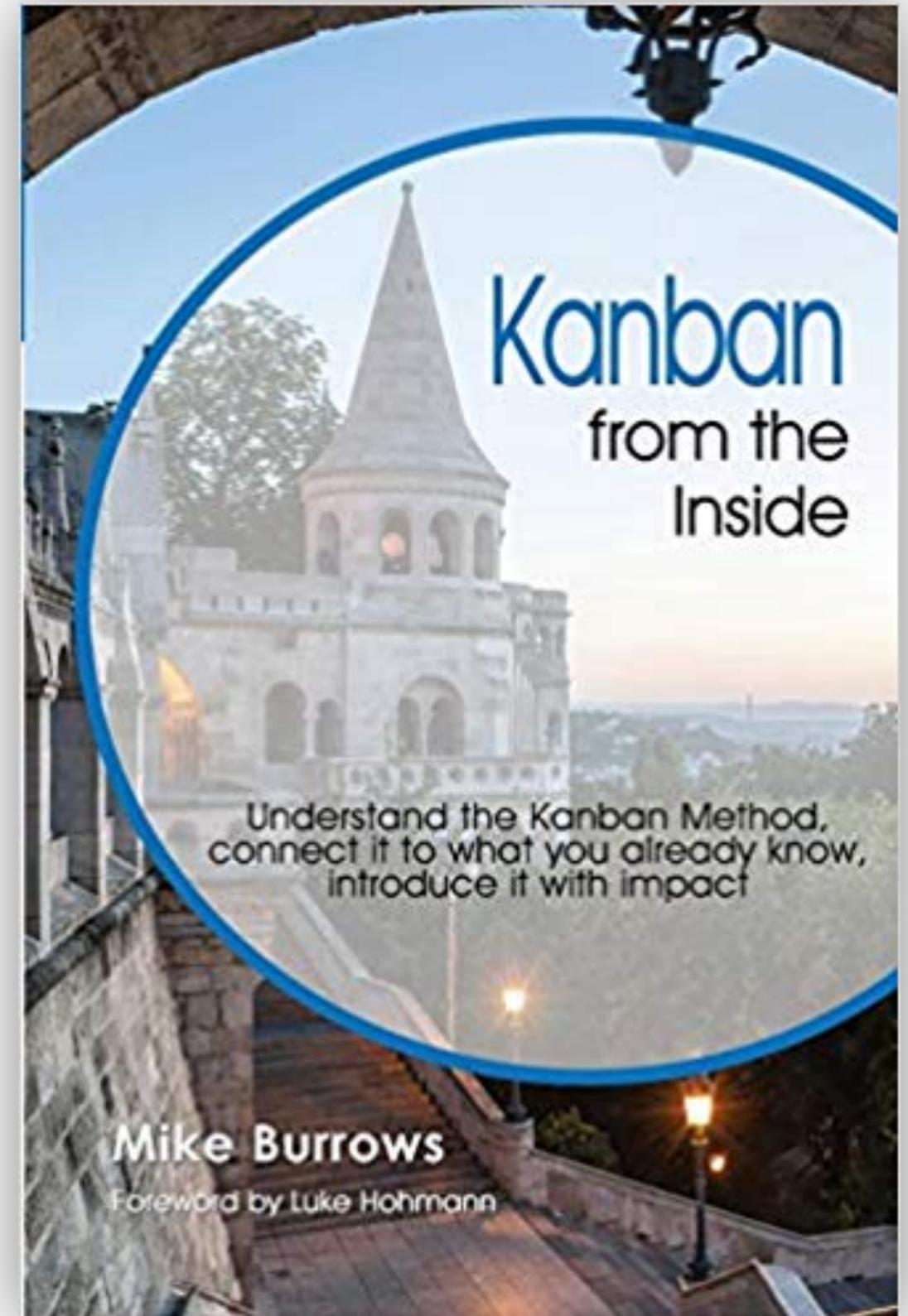
Métricas Ágeis

Obtenha melhores resultados em sua equipe

The diagram is a circular flow representing the Agile process. It includes four main stages: **PLANEJAMENTO** (Planning) with a refresh icon, **EXECUÇÃO** (Execution) with gear icons, **VERIFICAÇÃO** (Verification) with checkmark icons, and **AÇÃO** (Action) with a hand icon. The cycle is connected by arrows, and there are smaller icons representing charts and documents throughout the process.

Casa do Código
RAPHAEL DONAIRE ALBINO

**STATIK tem
se mostrado
um bom
começo**

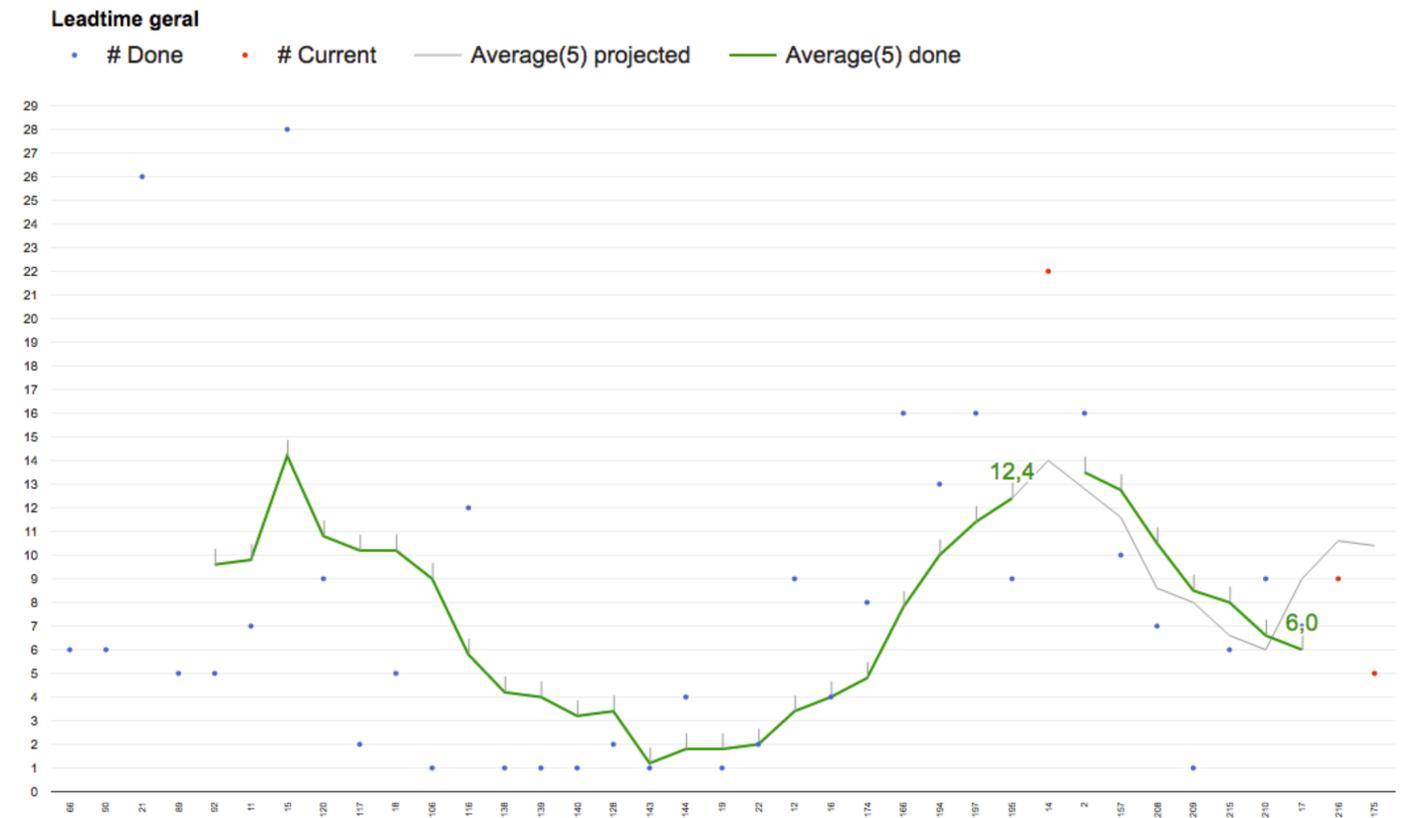
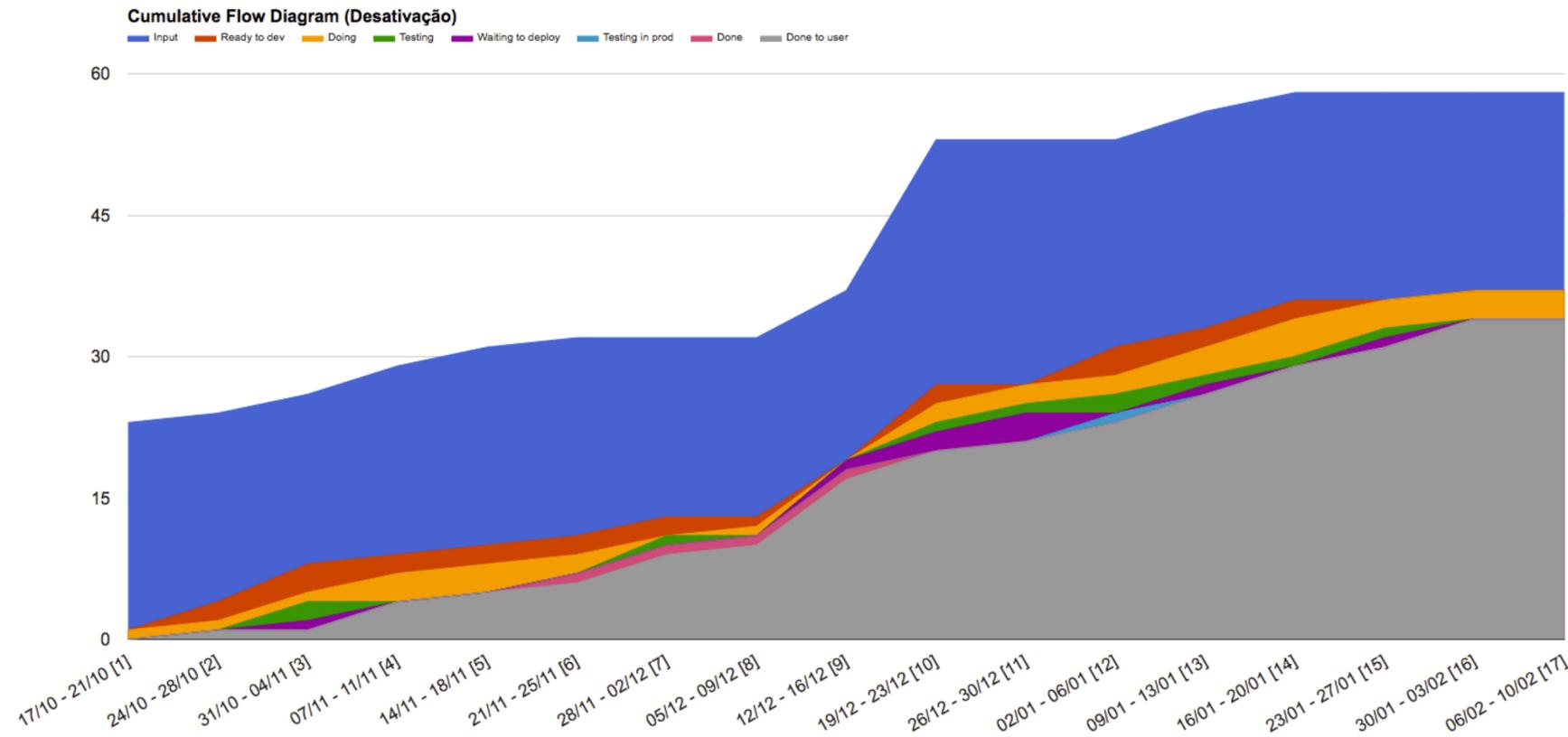


A white, long-haired dog is captured mid-jump in a grassy field, reaching up to catch a green and blue braided toy. The dog is wearing a black collar. The background shows a clear blue sky and a line of trees in the distance. A red pole is visible on the left side of the frame.

**3. Melhorias
puxadas geram
menos resistência**

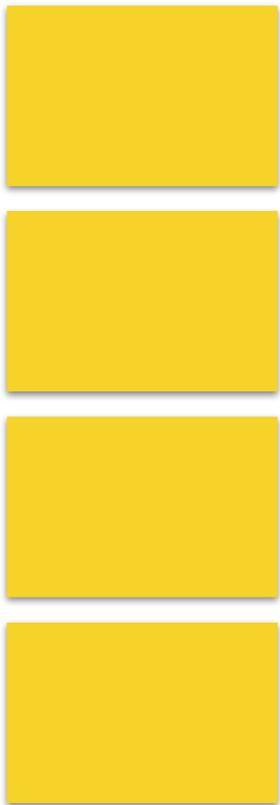
**Entenda com o
time onde ele
quer chegar**

Quais dores interferem nos objetivos?

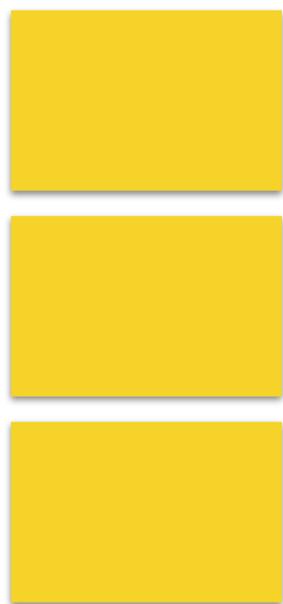


Kanban de kaizens?

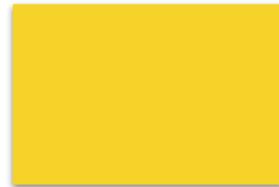
A fazer



Selecionado



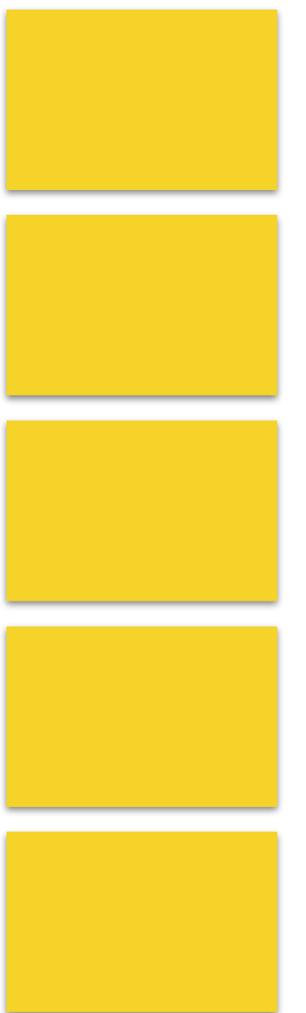
Fazendo



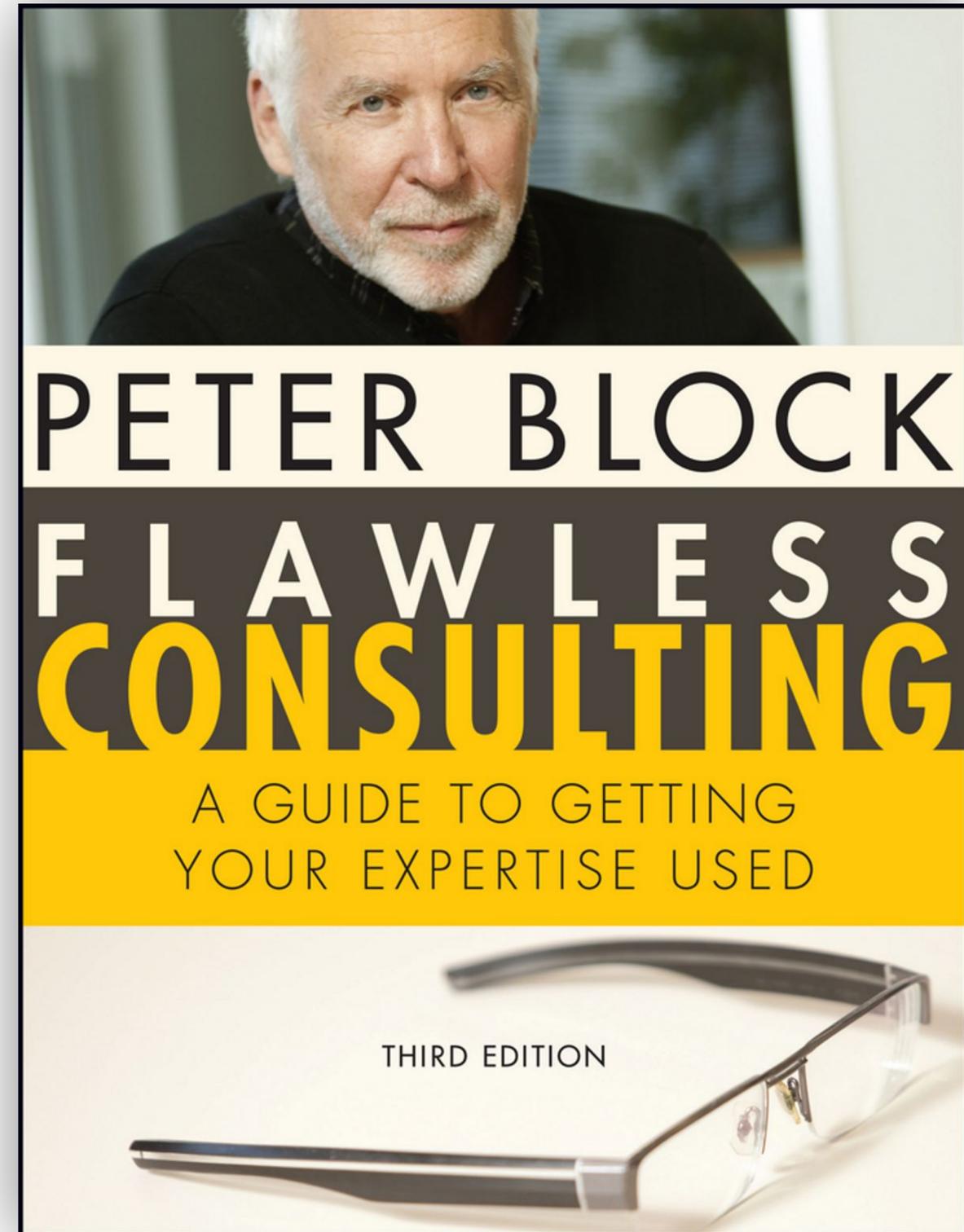
Validando



Feito



Lidando com resistência



4. Técnicas de venda consultiva são úteis para Agile Coaches



Para vender a

ideia

**Como ferramenta
para a execução**

•NEIL RACKHAM•

SPIN SITUATION • PROBLEM • IMPLICATION • NEED • PAYOFF SELLING

THE BEST-VALIDATED SALES
METHOD AVAILABLE TODAY.
DEVELOPED FROM RESEARCH
STUDIES OF 35,000 SALES
CALLS. USED BY THE TOP
SALES FORCES ACROSS
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A photograph of three children sliding down a water slide. The slide is made of blue plastic and has a blue inflatable archway at the top. A man in a blue t-shirt is standing behind the archway. The children are sitting on inflatable tubes: a red and white tube on the left, a purple and white tube in the middle, and a red tube on the right. The child on the right is laughing and holding a yellow cup. The background shows a grassy yard, a chain-link fence, and trees.

5. Multiplique-se

**Treinar as pessoas
economiza
energia**

Ter

“representantes”

nos times

economiza energia

**Esclareça as
responsabilida
des**

**6. Não vai dar pra resolver
tudo, e está tudo bem.**

**Foco no
resultado e não
no roteiro**

Melhoria

contínua é

indispensável

Obrigado!

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