

## *Toyota Kata Managing People For Continuous Improvement And Superior Results*

This book provides an in-depth introduction to knowledge risk management (KRM) as well as methods, tools and cases to address knowledge risk management issues in both the public and private sector. It focuses on the integration of knowledge risks into the holistic risk management of organizations. In addition, this book is accompanied by an external website that includes additional checklists, videos and company cases. The combination of a sound theoretical framework along with practical instruments, tools and ancillary materials makes this book a unique, interactive book for professionals, managers, and executives as well as students, academics and policy makers.

Waste has plagued almost every industrial-age firm for the past century. In this powerfully argued alternative to conventional cost management thinking, experts H. Thomas Johnson and Anders Bröms assert that any company can avoid the waste that is generated through excessive operating costs in the short run and excessive losses from market instability in the long run. To gain more secure levels of profitability, management must simply change how it thinks about work and how it organizes work. Profit Beyond Measure details how two extremely profitable manufacturers, Toyota and the Swedish truck maker Scania, have rejected the traditional mechanistic mindset of managing by results that generates waste. Johnson and Bröms explain how Toyota and Scania achieve their legendary cost advantage through a revolutionary concept they call managing by means (MBM). Instead of being driven to meet preconceived accounting targets, the production systems of Toyota and Scania are governed by the three precepts that guide all living systems: self-organization, interdependence, and diversity. Amid a wealth of new insights into Toyota's vaunted system, Johnson and Bröms introduce the tools of MBM to show how design, production, and profitability analysis are done to customer order. They demonstrate that by following the principles that emulate life systems, even a lean and profitable company can organize work to greatly lessen its long-term earnings instability and sharply reduce its short-run operating costs. Scania has achieved sixty-five years of financial stability and longevity in the face of fierce competition. Toyota has amassed a market value since 1988 that has rivaled -- or sometimes surpassed -- the American "Big Three" automakers combined. The principles that

Johnson and Bröms set forth in Profit Beyond Measure can guarantee the same richer, longer life to any company that applies them.

The name W. Edwards Deming is synonymous with the most insightful views, ideas, and commentary on management and quality control. Referred to as "the high prophet of quality" by the New York Times, Deming was instrumental in the spectacular rise of Japanese industry after World War II and influenced many of the world's most innovative managers in the ensuing decades. His original ideas led directly to the creation of relationships with suppliers and a plethora of quality initiatives. Now, with *The Essential Deming*, Fordham University professor and Deming expert Joyce Orsini draws on a wealth of previously unavailable material to present the legendary thinker's most important management principles in one indispensable volume. The book is filled with articles, papers, lectures, and notes touching on a wide range of topics, but which focus on Deming's overriding message: quality and operations are all about systems, not individual performance; the system has to be designed so that the worker can perform well. *The Essential Deming* reveals Deming's unique insight about: How poor management infects an entire organization The critical importance of management on producing quality products and services Improving management in any company The effective management of people--the manager's single most important task How to educate workers into critical thinkers Ways to preserve statistical integrity while dealing with real-world problems Fully authorized by the Deming estate and published in cooperation with The W. Edwards Deming Institute, *The Essential Deming* is the first book to distill Deming's life's worth of thinking and writing into a single source. Orsini provides expert commentary throughout, delivering a powerful, practical guide to superior management. With *The Essential Deming*, you have the rationale, insight, and best practices you need to transform your organization. "To move from the wilderness of news into the paths of history, we must distinguish true turning points from mistaken ones. W. Edwards Deming has seen the future and it works. He is a turning point of business history made flesh." -- U.S. NEWS & WORLD REPORT "I engaged Dr. Deming to assist Ford in planning, developing, and implementing the plans to accomplish major improvement in the way people worked together and in the quality of our products. . . . Ford achieved major success in this effort, and I consider Ed Deming to have been a key element in our progress." -- DONALD E. PETERSEN, former Chairman of the Board and Chief Executive Officer, Ford Motor Company "It can be said of very few that they changed the way the world thinks, but Dr. Deming is among them. . . . The legacy of Dr. Deming's genius,

already immense, grows even larger with this new collection of his thoughts." -- DONALD M. BERWICK , Senior Fellow, Center for American Progress "Toyota Motor Corporation was awarded a Deming Prize in 1965. This laid the foundations for the present growth of our company. I do believe the ideas and theories of Dr. Deming emphasizing the importance of quality control are very useful for people of all ages." -- TATSURO TOYODA, Senior Advisor, Toyota Motor Corporation "Few rival W. Edwards Deming for impact on management in the twentieth century. Indeed, Deming and Drucker, to my mind, stand apart for the breadth and depth of their vision for management as a profession that truly might help realize the possibility of people working together at their best. . . . The publication of this expansive edition of Deming in Deming's own words is a seminal event." -- PETER M. SENGE, MIT and the Society for Organizational Learning

Have you experienced initial success with your Agile change initiative but found that improvement seems to have plateaued? Did you set out to become Agile but failed to truly understand what it means across organizational levels beyond vague terms like "empowerment," "high-performance teams" and "trust"? Are improvement efforts based on projects or workshops but failing to become an integrated part of your daily work and culture? Are leaders not given the responsibility and framework to become active drivers of organizational improvement and are Scrum Masters acting more like facilitators than active improvement drivers? Are your improvement efforts grounded in reactive problem solving and good intentions but failing to deliver true and measurable results? All these questions indicate that there is a "missing link" between Agile and its Lean foundations: an underpinning of continuous improvement that so many Agilists want but rarely find they can execute. Toyota Kata provides this practical framework, the keystone of culture, that allows an organization to attain that elusive state of continuous improvement. This book is based on the last six years of experience working with Toyota Kata in an Agile setting, helping teams, departments, business units and organizations learn how to set ambitious and measurable improvement goals and work iteratively toward them. Applying Toyota Kata to the context of innovation and knowledge work requires us to rethink some of the original elements. To that end, the book is packed with examples and cases that allow you to move beyond abstract theoretical principles. You learn a lot from mistakes but not all mistakes must be repeated by everybody (and I have made many). "I find myself paying attention and learning again, and I encourage you to do so too."-Mike Rother, author of three books on Toyota Kata

"My electronic copy of the book is full of marginal commentary and highlighted sections. I found so

much here to absorb and apply."-Diana Larsen, Co-founder of the Agile Fluency Model and author "Inspiring, insightful and actionable alternative to the often failing agile transformations"-Tomas Eilsø, Enterprise SAFe coach "This book is by far the most comprehensive and thoughtful approach I have seen to applying Toyota Kata in Agile IT organizations. You will find yourself going back to this book over and over again to mine the treasure trove of experience and knowledge that Jesper has meticulously laid out. In my opinion this text will be regarded as a standard that both Agile practitioners and business leaders refer to in years to come."-Michael Blaha, Director of DevOps Provation Medical "Agile practitioners take note: By 'mastering' Scrum, Kanban, or SAFe you have taken the first step. Now, read this book to continue your journey!"-Adam Light, Lean & Agile Consultant and Speaker and Toyota Kata coach "This book brilliantly shows how to apply Toyota Kata in knowledge work. This is a must read for agile leaders"-Håkan Forss, Lean/Agile coach passionate about continuous learning and LEGO

Lessons from Toyota Leader Isao Yoshino on a Lifetime of Continuous Learning

The 7 Kata

Designing the Future: How Ford, Toyota, and other World-Class Organizations Use Lean Product Development to Drive Innovation and Transform Their Business

Using the A3 Management Process to Solve Problems, Gain Agreement, Mentor and Lead

Knowledge Risk Management

Upstream

***This is a story of reinvention. Jim Whitehurst, celebrated president and CEO of one of the world's most revolutionary software companies, tells first-hand his journey from traditional manager (Delta Air Lines, Boston Consulting Group) and "chief" problem solver to CEO of one of the most open organizational environments he'd ever encountered. This challenging transition, and what Whitehurst learned in the interim, has paved the way for a new way of managing—one this modern leader sees as the only way companies will successfully function in the future. Whitehurst says beyond embracing the technology that has so far disrupted entire industries, companies must now adapt their management and organizational design to better fit the Information Age. His mantra? "Adapt or die." Indeed, the successful company Whitehurst leads—the open source giant Red Hat—has become the organizational poster child for how to reboot, redesign, and reinvent an organization for a***

**decentralized, digital age. Based on open source principles of transparency, participation, and collaboration, “open management” challenges conventional business ideas about what companies are, how they run, and how they make money. This book provides the blueprint for putting it into practice in your own firm. He covers challenges that have been missing from the conversation to date, among them: how to scale engagement; how to have healthy debates that net progress; and how to attract and keep the “Social Generation” of workers. Through a mix of vibrant stories, candid lessons, and tested processes, Whitehurst shows how Red Hat has blown the traditional operating model to pieces by emerging out of a pure bottom up culture and learning how to execute it at scale. And he explains what other companies are, and need to be doing to bring this open style into all facets of the organization. By showing how to apply open source methods to everything from structure, management, and strategy to a firm's customer and partner relationships, leaders and teams will now have the tools needed to reach a new level of work. And with that new level of work comes unparalleled success. The Open Organization is your new resource for doing business differently. Get ready to make traditional management thinking obsolete.**

**The Toyota Way Fieldbook is a companion to the international bestseller The Toyota Way. The Toyota Way Fieldbook builds on the philosophical aspects of Toyota's operating systems by detailing the concepts and providing practical examples for application that leaders need to bring Toyota's success-proven practices to life in any organization. The Toyota Way Fieldbook will help other companies learn from Toyota and develop systems that fit their unique cultures. The book begins with a review of the principles of the Toyota Way through the 4Ps model-Philosophy, Processes, People and Partners, and Problem Solving. Readers looking to learn from Toyota's lean systems will be provided with the inside knowledge they need to Define the companies purpose and develop a long-term philosophy Create value streams with connected flow, standardized work, and level production Build a culture to stop and fix problems Develop leaders who promote and support the system Find and develop exceptional people and partners Learn the meaning of true root cause problem solving Lead the change process and transform the total enterprise The depth of detail provided draws on the authors combined experience of coaching and supporting companies in lean transformation. Toyota experts at the Georgetown, Kentucky plant, formally trained David Meier in TPS. Combined with Jeff Liker's extensive study of Toyota and his insightful knowledge the authors have developed unique models and ideas to explain the true philosophies and principles of the Toyota Production System.**

**Winner of a 2012 Shingo Research and Professional Publication Award**  
**Demystifying the application of Lean methods, Lean Office and Service Simplified: The Definitive How-To Guide goes beyond the basic tools to detail the key concepts of Lean as they apply to office and service environments. It begins by discussing value stream management, followed by**  
**In this first comprehensive departure from the time-and-motion dictums of Frederick Taylor's Shop Management that have influenced management practices for most of this century, Kiyoshi Suzuki offers a framework for successfully conducting business at its most crucial point-the shop floor. Drawing on the principles of holistic management, where organizational boundaries are smashed and co-destiny is created, Suzuki demonstrates how modern shop floor management techniques -- focusing maximum energy on the front line -- can lead to dramatic improvements in productivity and value-added-to-services. The role of management today, Suzuki argues, is to eliminate its own responsibilities by thinking of the organization from the genba, or shop floor, point of view. In this challenge, Suzuki claims, organizations need to collect the wisdom of people by practicing "Glass Wall Management," where organizations become transparent, enabling employees to contribute maximum creativity as opposed to blocking their potential with what he calls "Brick Wall Management." Further, to empower individuals to selfmanage their work and satisfy their customers, Suzuki asserts that they all should learn to manage their own "mini-company," where everybody is considered president of his or her area of responsibility. Front-line supervisors, Suzuki shows, must develop a mission and goals and share them both up and downstream. He cites examples of the "shop floor point of view" -- McDonald's Corporation's legal staff learning how to sell hamburgers and fix milkshake machines; Honda's human resource staff training on the assembly line -- that narrow the gap between top management and the shop floor. By upgrading people's skills, focusing on empowerment, and streamlining processes, Suzuki illustrates that an organization will realize concrete improvements in quality, cost, delivery, safety, morale, and ultimately, its competitive position.**

**The Essential Deming: Leadership Principles from the Father of Quality**  
**Advances in Production Management Systems. Artificial Intelligence for Sustainable and Resilient Production Systems**  
**The Toyota Way, Second Edition: 14 Management Principles from the World's Greatest Manufacturer**  
**Toyota Kata**  
**The Leader's Handbook: Making Things Happen, Getting Things Done**

***The Toyota Way to Service Excellence: Lean Transformation in Service Organizations  
The Lean Practitioner's Field Book***

**Wall Street Journal Bestseller New York Times bestselling author Dan Heath explores how to prevent problems before they happen, drawing on insights from hundreds of interviews with unconventional problem solvers. So often in life, we get stuck in a cycle of response. We put out fires. We deal with emergencies. We stay downstream, handling one problem after another, but we never make our way upstream to fix the systems that caused the problems. Cops chase robbers, doctors treat patients with chronic illnesses, and call-center reps address customer complaints. But many crimes, chronic illnesses, and customer complaints are preventable. So why do our efforts skew so heavily toward reaction rather than prevention? Upstream probes the psychological forces that push us downstream—including “problem blindness,” which can leave us oblivious to serious problems in our midst. And Heath introduces us to the thinkers who have overcome these obstacles and scored massive victories by switching to an upstream mindset. One online travel website prevented twenty million customer service calls every year by making some simple tweaks to its booking system. A major urban school district cut its dropout rate in half after it figured out that it could predict which students would drop out—as early as the ninth grade. A European nation almost eliminated teenage alcohol and drug abuse by deliberately changing the nation’s culture. And one EMS system accelerated the emergency-response time of its ambulances by using data to predict where 911 calls would emerge—and forward-deploying its ambulances to stand by in those areas. Upstream delivers practical solutions for preventing problems rather than reacting to them. How many problems in our lives and in society are we tolerating simply because we’ve forgotten that we can fix them? This is the true story of how, armed with only Lean improvement methodologies, a specially trained Toyota Lean expert purchased a business he knew nothing about, applied Lean techniques, and succeeded in doubling sales and increasing profitability, before he finally sold the thriving business. With humility and humor, the author recounts his successes and failures, introduces his key employees and their struggles with change, and provides motivation and simple ideas for all readers looking to improve their businesses. He captures key points highlighted in text boxes and includes illustrative photos and examples of Lean tools at work. This story dispels the fallacy that Lean management does not achieve excellent results in high variation companies and job shops. Toyota’s OSKKA methodology is introduced to understand processes and guide a Lean transformation on the shop floor and in the office.**

**"Toyota Kata gets to the essence of how Toyota manages continuous improvement and human ingenuity, through its improvement kata and coaching kata. Mike Rother explains why typical companies fail to understand the core of lean and make limited progress—and what it takes to make it a real part of your culture." —Jeffrey K. Liker, bestselling author of The Toyota Way "[Toyota Kata is] one of the stepping stones that will usher in a new era of management thinking." —The Systems Thinker "How any organization in any industry can progress from old-fashioned management by results to a strikingly different and better way." —James P. Womack, Chairman and Founder, Lean Enterprise Institute "Practicing the improvement kata is perhaps the best way we've found so far for actualizing PDCA in an organization." —John Shook, Chairman and CEO, Lean Enterprise Institute This game-changing book puts you behind the curtain at Toyota, providing new insight into the legendary automaker's management practices and offering practical guidance for leading and developing people in a way that makes the best use of their brainpower. Drawing on six years of research into Toyota's employee-management routines, Toyota Kata examines and elucidates, for the first time, the company's organizational routines--called kata--that power its success with continuous improvement and adaptation. The book also reaches beyond Toyota to explain issues of human behavior in organizations and provide specific answers to questions such as: How can we make improvement and adaptation part of everyday work throughout the organization? How can we develop and utilize the capability of everyone in the organization to repeatedly work toward and achieve new levels of performance? How can we give an organization the power to handle dynamic, unpredictable situations and keep satisfying customers? Mike Rother explains how to improve our prevailing management approach through the use of two kata: Improvement Kata--a repeating routine of establishing challenging target conditions, working step-by-step through obstacles, and always learning from the problems we encounter; and Coaching Kata: a pattern of teaching the improvement kata to employees at every level to ensure it motivates their ways of thinking and acting. With clear detail, an abundance of practical examples, and a cohesive explanation from start to finish, Toyota Kata gives executives and managers at any level actionable routines of thought and behavior that produce superior results and sustained competitive advantage.**

**"John Dewey famously pointed out, 'We don't learn from experience. We learn from reflecting on experience.' Here's your chance to learn as the three authors reflect on the (successful) struggle to build a Lean production and management system at Zingerman's Mail Order. Thousands of people visit and benchmark ZMO. This book delivers the backstory in a richly illustrated way." -- Mike**



**Rother, author of the bestselling books Toyota Kata and The Toyota Kata Practice Guide This clever and highly engaging graphic novel details a story about one organization's Lean journey with inspiration from the Toyota Way. Over the years, common misunderstandings about what Lean is, what the journey is like, and how to advance have proliferated. Often, these misunderstandings come from the way people simplistically talk and think about Lean as if it is some concrete thing that you insert into an organization and step back to watch the results. The authors, however, view the organization as a living system with interacting parts and constant exposure to the environment. It is dynamic, so it's hard to predict what obstacles you will face next. Just when you think you have it solved, new challenges arise from the market, competitors, government regulations, and every direction you turn to. When you look at your organization in this way, you see Lean through a different lens. The goal is to make your processes and people into a more adaptive system so you can navigate through all the complexity and uncertainty to continually achieve your goals. This is how Toyota views things and they summarize the Toyota Way as continuous improvement and respect for people. Each person becomes a partner in struggling to learn and adapt, and specific tools are used in very different ways throughout the company to accomplish their goals. The story presented here focuses on a small company called Zingerman's Mail Order (ZMO). Tom Root was one of the founders of this spin-off of the Zingerman's delicatessen. The deli was founded to bring high-quality artisanal food to Ann Arbor, Michigan. The purpose of this book is not to provide a "recipe for implementation" - the authors want you to get a feeling for the struggle, for the learning process. They explain and demonstrate many Lean tools within the context of the journey and how they were adapted for this particular business. Toyota kata became the centerpiece of developing scientific thinking skills to begin to bring continuous improvement to life.**

**Toyota Kata, TWI, and Lean Training**

**The Toyota Engagement Equation: How to Understand and Implement Continuous Improvement Thinking in Any Organization**

**The True Story of Profitably Growing an Organization with Lean Principles**

**The Toyota Way**

**Fundamentals for Your Lean Journey**

**Lead With Respect**

**New Shop Floor Management**

***How companies are using lean development to revolutionize their product and service offerings—vital***

***lessons any business leader can use as an engine of innovation How did Ford Motors use Lean Development to pull off one of the most impressive corporate turnarounds in history? Largely by avoiding the mistakes that so many companies make when in a death spiral. They looked beyond manufacturing efficiency to change the very fundamentals of how they developed vehicles. In Designing the Future, Lean product development expert James Morgan and world-renowned Lean guru Jeffrey K. Liker reveal why so many companies have achieved only moderate success with Lean in operations, with a limited impact on their overall business. They take you through the process of bringing the best of Lean management to your enterprise—in order to link your business strategy to superior value designed for customers. The authors provide an actionable approach to building a better future for your business fueled by an iterative, integrated process that relies on simultaneous engineering, linking strategy and vision. They illustrate how to empower skilled and talented people to make collaboration and innovation a habit—hour to hour and day to day. It's the secret of full implementation of Lean—and this groundbreaking guide takes you through every step of the process. The best way to predict the future is to create it. With Designing the Future, you have everything you need to create a flexible, iterative business-transformation process that takes you from strategic vision to value stream creation for maximum customer value delivery.***

***SPECIAL INTRODUCTORY PRICING: Enjoy first-week pricing of \$18.95 on paperback books! Regular retail pricing of \$23.95 becomes effective on July 22nd. It all began with the initial chance meeting of this book's author, Katie Anderson, and the book's subject, Isao Yoshino. She was an American leadership coach and consultant in her mid-career, with a newfound love of Japanese culture. He was an accomplished Japanese people-centered leader at the end of his corporate career, with a lifelong love for American culture and 40 years of inside experience with the Toyota Way. During the next five years, Anderson and Yoshino spent countless hours learning from each other, reflecting on the past, and envisioning the future. The resulting book - written by Anderson and focused on the profound lessons offered by her mentor Yoshino -- is a beautiful, one-of-a-kind tapestry. Much like the weaving of fabric -- where the beginning work is but a glimpse of the final pattern -- this book was created from many layers of intertwined conversations and reflections. If you've ever been mentored -- in business or in life -- by someone whose words, experiences, and perspectives changed you for the better, you know that an entire book of such selfless generosity and deep wisdom could change the world. For today's business professionals -- dedicated to continuous learning and people-centered leadership -- this is that book. Learning to Lead, Leading to Learn is a leadership book that defies***

***generational or cultural divides, offering a refreshing, proven perspective for all those who dare to lead. The Best Leaders Never Lose the Humility for Learning Learning to Lead, Leading to Learn is much more than a collection of Isao Yoshino's personal stories and insights. It's a memorable, entertaining, and poignant way to highlight important leadership lessons, to record pivotal moments in Toyota's history, and to create something to help veteran and aspiring leaders reflect and learn about themselves. Yoshino's experiences help us understand how Toyota intentionally developed the culture of excellence for which it is renowned today, and how one person "learned to lead" so that he could lead with an intention to learn ... every day and in every way. "The only secret to Toyota is its attitude toward learning." -- Isao Yoshino Let the Past Inform the Future: The Role of Reflection in Leadership By looking back at the past, we can learn and therefore shape our future. Through each story in this unique and inspiring book, Anderson shares Yoshino's experiences with leadership and learning, and his efforts at self-improvement while empowering others. Through those stories, you'll hear his reflections on what he learned then ... and what he is re-learning now with a different perspective as he looks back at the totality of his career. A must-read for those who: -- Want to become more people-centered leaders -- Currently practice lean or continuous improvement methods -- Serve in leadership, coaching, or operational management roles -- Want to learn more about Toyota's history and culture -- Are inspired by heartwarming stories of personal discovery and leadership With a foreword by John Shook, Chairman of the Lean Global Network.***

***In Developing Lean Leaders at all Levels we build on the theory in the original book, The Toyota Way to Lean Leadership, and answer the questions: How can I apply this in my organization? What concrete actions can I take to begin the journey of becoming a lean leader? How can I spread this learning to all parts of the organization? What critical tools are needed to turn the theory to practice? This book adds examples from over twenty years of experience by Dr. Liker in working with companies outside of Toyota. The book treats you as a student who will be actively engaged in developing lean leader skills as you read. It acts as a tutorial for beginning the journey.***

***A Practical, Hands-on Guide to Lean Manufacturing This real-world resource offers proven solutions for implementing lean manufacturing in an enterprise environment, covering the engineering and production aspects as well as the business culture concerns. Filled with detailed examples, the book focuses on the rapid application of lean principles so that large, early financial gains can be made. How to Implement Lean Manufacturing explains Toyota Production System (TPS) practices and specifies the distinct order in which lean techniques should be applied to achieve maximum gains.***

***Global case studies illustrate successes and pitfalls of lean manufacturing initiatives. Discover how to:  
Rigorously test and retest the state of your "leanness" with unique evaluators Develop and deploy  
plant-wide strategies and goals Improve speed and quality and dramatically reduce costs Reduce  
variation in the manufacturing system in order to reduce inventory Reduce lead times to enable  
improved responsiveness and flexibility Synchronize production and supply to the customer Create  
flow and establish pull-demand systems Perform system-wide and specific value-stream evaluations  
Generate a comprehensive list of highly focused Kaizen activities Sustain process gains Manage  
constraints and reduce bottlenecks Implement cellular manufacturing  
The Toyota Way to Continuous Improvement: Linking Strategy and Operational Excellence to Achieve  
Superior Performance  
Special 100th Birthday Edition  
Value Stream Mapping to Add Value and Eliminate Muda  
The Toyota Way Fieldbook  
Mr. Lean Buys and Transforms a Manufacturing Company  
Improving Quality, Patient Safety, and Employee Engagement, Third Edition  
The Toyota Kata Practice Guide: Developing Scientific Thinking Skills for Superior Results in 20  
Minutes a Day***

Lead your organization into the 21st century with the help of this groundbreaking book that is already creating a stir in corporate boardrooms across America! In a book that does for managers what his mega-bestseller, The Team Handbook, did for teams, Peter Scholtes, who is widely acknowledged as one of the most influential Quality leaders of the decade, shows the real root of management problems. Learn how to stop blaming your workers and start changing the systems with the help of activities and exercises that enable you to immediately begin implementing breakthrough improvements in all your work processes!

"Lead With Respect is a terrific book that puts the elements of genuine motivation into a broader context and helps leaders translate those principles into action." —Daniel H. Pink, author of To Sell Is Human and Drive "The Ballé books are a great way to get started or to speed up your pace of transformation, personal and organizational." —Jim Womack, Founder of Lean Enterprise Institute In their new business novel Lead With Respect, authors Michael and Freddy Ballé reveal the true power of lean: developing people through a rigorous application of proven tools and methods. And, in the process, creating the only sustainable source of competitive advantage—a culture of continuous improvement. In this engaging and insightful story, CEO Jane Delaney of Southcape Software discovers from her sensei Andy Ward that learning to lead with respect enables her to help

people improve every day. “For us, lean is all about challenging yourself and each other to find the right problems, and working hard every day to engage people in solving them,” he says. Lead With Respect’s timely message brings a new understanding of lean. While lean has become essential for companies to compete in today’s global economy, most practitioners see it as a rigorous focus on process to produce higher quality goods and services—a limited understanding that fails to realize the true power of this approach. This new novel by the Ballés, the third in a series that includes Shingo Research Award-winners *The Gold Mine* and *The Lean Manager*, breaks new ground by sharing huge amounts of practical information on the most important yet least understood aspect of lean management: how to develop people through a rigorous application of lean tools. You’ll learn: How to apply Lead With Respect attitudes to the lean tools you are using now so that you develop a truly sustainable lean culture. What specific steps to follow to make lean leadership behaviors daily habits. How to manage with respect through the emotion, conflict, tension, and self-doubt that you’ll face during a lean transformation.

Organizations around the world are using Lean to redesign care and improve processes in a way that achieves and sustains meaningful results for patients, staff, physicians, and health systems. *Lean Hospitals, Third Edition* explains how to use the Lean methodology and mindsets to improve safety, quality, access, and morale while reducing costs, increasing capacity, and strengthening the long-term bottom line. This updated edition of a Shingo Research Award recipient begins with an overview of Lean methods. It explains how Lean practices can help reduce various frustrations for caregivers, prevent delays and harm for patients, and improve the long-term health of your organization. The second edition of this book presented new material on identifying waste, A3 problem solving, engaging employees in continuous improvement, and strategy deployment. This third edition adds new sections on structured Lean problem solving methods (including Toyota Kata), Lean Design, and other topics. Additional examples, case studies, and explanations are also included throughout the book. Mark Graban is also the co-author, with Joe Swartz, of the book *Healthcare Kaizen: Engaging Frontline Staff in Sustainable Continuous Improvements*, which is also a Shingo Research Award recipient. Mark and Joe also wrote *The Executive’s Guide to Healthcare Kaizen*.

The culture of organizations and society is embedded in the behavior of both groups and individuals. To change the culture of an organization you cannot simply focus on individual leaders or employees. You must address the norms of behavior, the habits of group decision-making and problem-solving at all levels of the organization. High performing natural work teams and management teams are the key to high performing organizations. Building these teams is the purpose of Team Kata. The purpose of Team Kata is to develop the patterns of continuous improvement, high performance, and high satisfaction within every team and every employee. These are the skills of team leadership. This book represents the combination of two sets of learning: first, the experience of lean

management; and second, many years of experience training and coaching high performing management and natural work teams. Many efforts to implement lean management have been disappointing. By far the most common cause is a failure to create a culture of teamwork and continuous improvement. This book presents the basic skills and habits that are essential to creating that change in culture. It should be read by every team leader, team member and team coach.

Level Up Agile with Toyota Kata

Lean Transformation in Service Organizations

Learning to Lead, Leading to Learn

Toyota Culture: The Heart and Soul of the Toyota Way

A Practical Guide

A Graphic Novel about Lean and People at Zingerman's Mail Order

Learning to See

*Value-stream maps are the blueprints for lean transformations and Learning to See is an easy-to-read, step-by-step instruction manual that teaches this valuable tool to anyone, regardless of his or her background. This groundbreaking workbook, which has introduced the value-stream mapping tool to thousands of people around the world, breaks down the important concepts of value-stream mapping into an easily grasped format. The workbook, a Shingo Research Prize recipient in 1999, is filled with actual maps, as well as engaging diagrams and illustrations. The value-stream map is a paper-and-pencil representation of every process in the material and information flow, along with key data. It differs significantly from tools such as process mapping or layout diagrams because it includes information flow as well as material flow. Value-stream mapping is an overarching tool that gives managers and executives a picture of the entire production process, both value and non value-creating activities. Rather than taking a haphazard approach to lean implementation, value-stream mapping establishes a direction for the company. To encourage you to become actively involved in the learning process, Learning to See contains a case study based on a fictional company, Acme Stamping. You begin by mapping the current state of the value stream, looking for all the sources of waste. After identifying the waste, you draw a map of a leaner future state and a value-stream plan to guide implementation and review progress regularly. Written by two experts with practical experience, Mike Rother and John Shook, the workbook makes complicated concepts simple. It teaches you the reasons for introducing a mapping program and how it fits into a lean conversion. With this easy-to-use product, a company gets the tool it needs to understand and use value-stream mapping so it can eliminate waste in production processes. Start your lean transformation or accelerate your existing effort with value-stream mapping. [Source : 4e de couv.]*

*The bestselling guide to Toyota's legendary philosophy and production system—updated with important new frameworks for driving innovation and quality in your business One of the most impactful business guides published in the 21st Century, The Toyota Way played an outsized role in launching the continuous-improvement movement that continues unabated today. Multiple Shingo Award-winning management and operations expert Jeffrey K. Liker provides a deep dive into Toyota's world-changing processes, showing how you can learn from it to develop your own improvement program that fits your conditions. Thanks in large part to this book, managers across the*

*globe are creating workforces and systems that produce the highest-quality products and services, establish and retain customer loyalty, and drive business profitability and sustainability. Now, Liker has thoroughly updated his classic guide to include: Completely revised data and updated information about Toyota's approach to competitiveness in the new world of mobility and smart technology Illustrative examples from manufacturing and service organizations that have learned and improved from the Toyota Way A fresh approach to leadership models The brain science and skills for learning to think scientifically How Toyota applies Hoshin Kanri, a planning process that aligns objectives at all levels and marries them to business strategy Organized into thematic sections covering the various aspects of the Toyota Way—including Philosophy, Processes, People, and Problem Solving—this unparalleled guide details the 14 key principles for building the foundation of a powerful improvement system and managing it for ultimate competitive advantage. With The Toyota Way, you have an inspiration and a model of how to set a direction, continuously improve and learn at all levels, continually "flow" value to satisfy customers, improve your leadership, and get quality right the first time.*

*Winner of the Shingo Prize for Research and Professional Publication, 2009 The international bestseller The Toyota Way explained the company's success by introducing a revolutionary 4P model for organizational excellence-Philosophy, People, Process, and Problem Solving. Now, in Toyota Culture, preeminent Toyota authorities Jeffrey Liker and Michael Hoseus reveal how Toyota selects, develops, and motivates its people to become committed to building high-quality products-and how you can do the same for your company. Toyota Culture examines the "human systems" that Toyota has put in place to instill its founding principles of trust, mutual prosperity, and excellence in its plants, dealerships, and offices around the world. Beginning with a look at the evolution of the Toyota culture and why its people are the heart and soul of the Toyota Way, the authors explain the company's four-stage process for building and keeping quality people: Attract, Develop, Engage, and Inspire. Drawing upon numerous examples from Liker's decades of research as well as Hoseus' insider access as a Toyota manager, Toyota Culture gives you the tools you need to: Find competent, able, and willing employees Start training and socializing your people as you hire them Establish and communicate key business performance indicators at every level of your organization Train your people to solve problems and continuously improve processes in their daily work Develop leaders who live and teach your company's philosophy Reward top performance-and offer help to those who are struggling Fascinating vignettes of Toyota's innovative culture highlight the nuances of translating and recreating a people-centric culture in factories and offices across the globe. These exclusive, behind-the-scenes details are just what your company needs to successfully learn from The Toyota Culture. The five-volume set IFIP AICT 630, 631, 632, 633, and 634 constitutes the refereed proceedings of the International IFIP WG 5.7 Conference on Advances in Production Management Systems, APMS 2021, held in Nantes, France, in September 2021.\* The 378 papers presented were carefully reviewed and selected from 529 submissions. They discuss artificial intelligence techniques, decision aid and new and renewed paradigms for sustainable and resilient production systems at four-wall factory and value chain levels. The papers are organized in the following topical sections: Part I: artificial intelligence based optimization techniques for demand-driven manufacturing; hybrid approaches for production planning and scheduling; intelligent systems for manufacturing planning and control in the industry 4.0; learning and robust decision support systems for agile manufacturing environments; low-code and model-driven engineering for production system; meta-heuristics and optimization techniques for energy-oriented manufacturing systems; metaheuristics for production systems; modern analytics and new AI-based smart techniques for replenishment and production planning under uncertainty; system identification for manufacturing control applications; and the future of lean thinking and practice Part II: digital transformation of*

*SME manufacturers: the crucial role of standard; digital transformations towards supply chain resiliency; engineering of smart-product-service-systems of the future; lean and Six Sigma in services healthcare; new trends and challenges in reconfigurable, flexible or agile production system; production management in food supply chains; and sustainability in production planning and lot-sizing Part III: autonomous robots in delivery logistics; digital transformation approaches in production management; finance-driven supply chain; gastronomic service system design; modern scheduling and applications in industry 4.0; recent advances in sustainable manufacturing; regular session: green production and circularity concepts; regular session: improvement models and methods for green and innovative systems; regular session: supply chain and routing management; regular session: robotics and human aspects; regular session: classification and data management methods; smart supply chain and production in society 5.0 era; and supply chain risk management under coronavirus Part IV: AI for resilience in global supply chain networks in the context of pandemic disruptions; blockchain in the operations and supply chain management; data-based services as key enablers for smart products, manufacturing and assembly; data-driven methods for supply chain optimization; digital twins based on systems engineering and semantic modeling; digital twins in companies first developments and future challenges; human-centered artificial intelligence in smart manufacturing for the operator 4.0; operations management in engineer-to-order manufacturing; product and asset life cycle management for smart and sustainable manufacturing systems; robotics technologies for control, smart manufacturing and logistics; serious games analytics: improving games and learning support; smart and sustainable production and supply chains; smart methods and techniques for sustainable supply chain management; the new digital lean manufacturing paradigm; and the role of emerging technologies in disaster relief operations: lessons from COVID-19 Part V: data-driven platforms and applications in production and logistics: digital twins and AI for sustainability; regular session: new approaches for routing problem solving; regular session: improvement of design and operation of manufacturing systems; regular session: crossdock and transportation issues; regular session: maintenance improvement and lifecycle management; regular session: additive manufacturing and mass customization; regular session: frameworks and conceptual modelling for systems and services efficiency; regular session: optimization of production and transportation systems; regular session: optimization of supply chain agility and reconfigurability; regular session: advanced modelling approaches; regular session: simulation and optimization of systems performances; regular session: AI-based approaches for quality and performance improvement of production systems; and regular session: risk and performance management of supply chains \*The conference was held online.*

*A Novel of Lean Practice*

*How Ford, Toyota, and other World-Class Organizations Use Lean Product Development to Drive Innovation and Transform Their Business*

*The High-Velocity Edge: How Market Leaders Leverage Operational Excellence to Beat the Competition*

*Igniting Passion and Performance*

*Lean Office and Service Simplified*

*14 Management Principles from the World's Greatest Manufacturer*

*The Quest to Solve Problems Before They Happen*

Winner of a 2009 Shingo Research and Professional Publication Prize. Notably flexible and brief, the A3 report has proven to be a key tool In Toyota ' s successful move toward organizational efficiency, effectiveness, and improvement, especially within its



engineering and R&D organizations. The power of the A3 report, however, derives not from the report itself, but rather from the development of the culture and mindset required for the implementation of the A3 system. In *Understanding A3 Thinking*, the authors first show that the A3 report is an effective tool when it is implemented in conjunction with a PDCA-based management philosophy. Toyota views A3 Reports as just one piece in their PDCA management approach. Second, the authors show that the process leading to the development and management of A3 reports is at least as important as the reports themselves, because of the deep learning and professional development that occurs in the process. And finally, the authors provide a number of examples as well as some very practical advice on how to write and review A3 reports.

How to speed up business processes, improve quality, and cut costs in any industry In factories around the world, Toyota consistently makes the highest-quality cars with the fewest defects of any competing manufacturer, while using fewer man-hours, less on-hand inventory, and half the floor space of its competitors. *The Toyota Way* is the first book for a general audience that explains the management principles and business philosophy behind Toyota's worldwide reputation for quality and reliability. Complete with profiles of organizations that have successfully adopted Toyota's principles, this book shows managers in every industry how to improve business processes by: Eliminating wasted time and resources Building quality into workplace systems Finding low-cost but reliable alternatives to expensive new technology Producing in small quantities Turning every employee into a qualitycontrol inspector

Take the Kata path to scientific thinking and superior results! In this long-awaited companion to the groundbreaking book *Toyota Kata*, Mike Rother takes you to the next level of developing business mindset and capability for the 21st Century. Much more than a list of management concepts, *The Toyota Kata Practice Guide* walks you through the process of making improvement, adaptation, and even innovation routine behavior. Designed to help a coach (the manager) and a learner work together for developing new skillsets, *The Toyota Kata Practice Guide* delivers the information, insight, and frameworks you need to:

- \* Form habits that help you solve problems and achieve challenging goals
- \* Modify the thought patterns that drive your behavior
- \* Develop an organizational mindset that drives superior results

*The Improvement Kata* gives learners the means to experiment their way through obstacles and achieve tough goals; the *Coaching Kata* gives managers the means to accelerate and cement their people's learning. In the new age of business, increasing efficiency and decreasing costs is no longer the end game. A manager's job today is to develop patterns of thinking and acting in their people that lead to success with any challenge. Consistent, mindful practice is the best way to do it—and *The Toyota Kata Practice Guide* is the best way to get there.

The world's bestselling Lean expert shows service-based organizations how to go Lean, gain value, and get results—*The Toyota Way*. A must-read for service professionals of every level, this essential book takes the proven Lean principles of the bestselling *Toyota Way* series and applies them directly to the industries where quality of service is crucial for success. Jeff Liker and Karyn Ross show you how to develop Lean practices throughout your organization using the famous 4P model. Whether you are an executive, manager, consultant, or frontline worker who deals with customers every day, you'll learn how take advantage of all

Lean has to offer. With this book as your guide, you ' ll gain a clear understanding of Lean and discover the principles, practices and tools needed to develop people and processes that surprise and delight each of your customers. These ground-tested techniques are designed to help you make continuous improvements in your services, streamline your operations, and add ever-increasing value to your customers. Fascinating case studies of Lean-driven success in a range of service industries, including healthcare, insurance, financial services, and telecommunications, illustrate that Lean principles and practices work as well in services as they do in manufacturing. Drawn from original research and real-world examples, *The Toyota Way to Service Excellence* will help you make the leap to Lean.

Developing Your People the Toyota Way

Team Kata

Developing Lean Leaders at All Levels

Toyota Kata: Managing People for Improvement, Adaptiveness and Superior Results

Profit Beyond Measure

Proven, Practical, Profitable and Powerful Techniques for Making Lean Really Work

Understanding A3 Thinking

*COMMEMORATING THE 100th BIRTHDAY OF TAIICHI OHNO Businesses worldwide are successfully implementing the Toyota Production System to speed up processes, reduce waste, improve quality, and cut costs. While there is widespread adoption of TPS, there is still much to be learned about its fundamental principles. This unique volume delivers a clear, concise overview of the Toyota Production System and kaizen in the very words of the architect of both of these movements, Taiicho Ohno, published to mark what would have been his 100th birthday. Filled with insightful new commentary from global quality visionaries, Taiichi Ohno's Workplace Management is a classic that shows how Toyota managers were taught to think. Based on a series of interviews with Ohno himself, this timeless work is a tribute to his genius and to the core values that have made, and continue to make, Toyota one of the most successful manufacturers in the world. "Whatever name you may give our system, there are parts of it that are so far removed from generally accepted ideas (common sense) that if you do it only half way, it can actually make things worse." "If you are going to do TPS you must do it all the way. You also need to change the way you think. You need to change how you look at things." -- Taiichi Ohno "This book brings to us Taiichi Ohno's philosophy of workplace management--the thinking behind the Toyota Production System. I personally get a thrill down my spine to read these thoughts in Ohno's own words." -- Dr. Jeffrey Liker, Director, Japan Technology Management Program, University of Michigan, and Author, The Toyota Way Based on a series of interviews with Taiicho Ohno, this unique volume delivers a clear, concise overview of the Toyota Production System and kaizen in the very words of the architect of both of these movements,*

*published to mark what would have been his 100th birthday. INCLUDES INSIGHTFUL NEW COMMENTARY FROM: Fujio Cho, Chairman of Toyota Corporation Masaaki Imai, Founder of the Kaizen Institute Dr. Jeffrey Liker, Director, Japan Technology Management Program, University of Michigan, and author John Shook, Chairman and CEO of the Lean Enterprise Institute Bob Emiliani, Professor, School of Engineering and Technology, Connecticut State University Jon Miller, CEO of the Kaizen Institute*

*The formula for Lean success! Toyota veterans reveal how to build continuous improvement into your company's DNA Ever since Toyota introduced the revolutionary Toyota Production System (TPS), businesses have tried to replicate Toyota's success. Few have succeeded over the long term. What businesses have failed to realize is that TPS calls for a fundamentally different way of thinking. Now, at long last, here is a straightforward guide that make sense of the thinking culture behind Toyota's phenomenal success. In its pages, authors Tracey and Ernie Richardson speak from the heart as Toyota employees who worked in the Kentucky factory when the company was first introducing its people-first approach in the U.S., and went on in the ensuing decades to teach Lean thinking around the world. In The Toyota Engagement Equation, the authors take you through Toyota's own journey of discovery. This deep dive into the company's game-changing work practices reveals how employees were developed, how they were taught to spot and define problems through standardization, how they were coached to solve them, and how they were encouraged to improve their thinking as they moved forward. And you'll see how Toyota developed this simple but profoundly effective approach into an overall management system—and how you can achieve amazing results in your company through the same system. In the world of Lean design and implementation handbooks, The Toyota Engagement Equation stands out as a fresh, unique, and authoritative guide to building your business into the Toyota of your industry. As the authors see it, TPS has now evolved to the "Thinking People System!"*

*The Missing Link to Toyota-Style Success—LEAN LEADERSHIP Winner of the 2012 Shingo Research and Professional Publications Award "This great book reveals the secret ingredient to lean success: lean leadership. Not only is it a pleasure to read, but it is also deep and enlightening. This book is an absolute must-read for anyone interested in lean: it's both an eye opener and a game changer." —Michael Ballé, Ph.D., coauthor of The Gold Mine and The Lean Manager "This will immediately be recognized as the most important book ever published to understand and guide 'True North Lean' and the goal of perpetual business excellence." —Ross E. Robson, President and CEO, DnR Lean, LLC, and the original Director of The Shingo Prize "An excellent book that will shape leadership development for decades to come." —Karen Martin, Principal, Karen Martin & Associates, and author of The Kaizen Event Planner About the Book: TOYOTA. The name signifies greatness—world-class cars and game-changing business thinking. One key to the Toyota Motor Company's unprecedented*

*success is its famous production system and its lesser-known product development program. These strategies consider the end user at every turn and have become the model for the global lean business movement. All too often, organizations adopting lean miss the most critical ingredient—lean leadership. Toyota makes enormous investments in carefully selecting and intensively developing leaders who fit its unique philosophy and culture. Thanks to the company's lean leadership approach, explains Toyota Way author Jeffrey Liker and former Toyota executive Gary Convis, the celebrated carmaker has set into motion a drive for continuous improvement at all levels of its business. This has allowed for: Constant growth: Toyota increased profitability for 58 consecutive years—slowing down only in the face of 2008's worldwide financial difficulties, the recall crisis, and the worst Japanese earthquake of the century. Unstoppable inventiveness: Toyota's approach to innovative thinking and problem solving has resulted in top industry ratings and incredible customer satisfaction, while allowing the company to weather these three crises in rapid succession and to come out stronger. Strong branding and respect: Toyota's reputation was instrumental in the company's ability to withstand the recalls-driven media storm of 2010. But what looked to some to be a sinking ship is once again running under a full head of steam. Perhaps the Toyota culture had weakened, but lean leadership was the beacon that showed the way back. In fact, writes Liker, the company is "as good and perhaps a better model for lean leadership than it ever has been." of innovation and growth. Yet, Industry Week reports that just 2 percent of companies using lean processes can likewise claim to have had long-term success. What the other 98 percent lack is unified leadership with a common method and philosophy. If you want to get lean, you have to take it to the leadership level. The Toyota Way to Lean Leadership shows you how.*

*A leading expert on Toyota provides the very first look at the company's people-management routines Based on six years of research, Toyota Kata brings to light, for the first time, the auto company s secrets to managing employees. It reveals the two main routines of thinking and acting (called kata) that Toyota instills in its people, which in turn generate continuous improvement, adaptation, and remarkable results. Inside, Mike Rother provides the insights readers need to model their management system after that of Toyota. Anyone seeking better ways to lead, manage, and develop people will find all they need in Toyota Kata.*

*The Definitive How-To Guide*

*Toyota Talent*

*Managing to Learn*

*Taiichi Ohnos Workplace Management*

*How To Implement Lean Manufacturing*

*Empowering People for Continuous Improvement*

*Lean in a High-Variability Business*

**Senior experts within the Toyota Production System often draw simple maps when on the shop floor. These maps show the current physical flow of a product family and the information flow for that product family as the wind through a complex facility making many products. Much more important, these simple maps - often drawn on scrap paper - show where steps can be eliminated, flows smoothed, and pull systems introduced in order to create a truly lean value stream for each product family. In 1998 John Shook and Mike Rother of the University of Michigan wrote down Toyota's mapping methodology for the first time in Learning to See. This simple tool makes it possible for you to see through the clutter of a complex plant. You'll soon be able to identify all of the processing steps along the path from raw materials to finished goods for each product and all of the information flows going back from the customer through the plant and upstream to suppliers. In plain language and with detailed drawings, this workbook explains everything you will need to create accurate current state and future state maps for each of your product families and then to turn the current state into the future state rapidly and sustainably.**

**While there are numerous Lean Certification programs, most companies have their own certification paths whereby they bestow expert status upon employees after they have participated in or led a certain number of kaizen events. Arguing that the number of kaizen events should not determine a person's expert status, The Lean Practitioner's Field Book: Proven, Practical, Profitable and Powerful Techniques for Making Lean Really Work outlines a true learning path for anyone seeking to understand essential Lean principles. The book includes a plethora of examples drawn from the personal experiences of its many well-respected and award-winning contributors. These experts break down Lean concepts to their simplest terms to make everything as clear as possible for Lean practitioners. A refresher for some at times, the text provides thought-provoking questions with examples that will stimulate learning opportunities. Introducing the Lean Practitioner concept, the book details the five distinct Lean Practitioner levels and includes quizzes and criteria for each level. It highlights the differences between the kaizen event approach and the Lean system level approach as well as the difference between station balancing and baton zone. This book takes readers on a journey that begins with an overview of Lean principles and culminates with readers developing professionally through the practice of self-reliance. Providing you with the tools to implement Lean tools in your organization, the**

**book includes discussions and examples that demonstrate how to transition from traditional accounting methods to a Lean accounting system. The book outlines an integrated, structured approach identified by the acronym BASICS (baseline, analyze, suggest solutions, implement, check, and sustain), which is combined with a proven business strategy to help ensure a successful and sustainable transformation of your organization.**

**Building upon the international bestselling Toyota Way series of books by Jeffrey Liker, The Toyota Way to Continuous Improvement looks critically at lean deployments and identifies the root causes of why most of them fail. The book is organized into three major sections outlining: Why it is critical to go beyond implementing lean tools and, instead, build a culture of continuous improvement that connects operational excellence to business strategy Case studies from seven unique industries written from the perspective of the sensei (teacher) who led the lean transformation Lessons about transforming your own vision of an ideal organization into reality Section One: Using the Plan-Do-Check-Adjust (PDCA) methodology, Liker and Franz contrast true PDCA thinking to that of the popular, superficial approach of copying "lean solutions." They describe the importance of developing people and show how the Toyota Way principles support and drive continuous improvement. Explaining how lean systems and processes start with a purpose that provides a true north direction for all activities, they wrap up this section by examining the glaring differences between building a system of people, processes, and problem-solving that is truly lean versus that of simply trying to "lean out" a process. Section Two: This section brings together seven case studies as told by the sensei who led the transformation efforts. The companies range from traditional manufacturers, overhaul and maintenance of submarines, nuclear fuel rod production, health care providers, pathology labs, and product development. Each of these industries is different but the approaches used were remarkably similar. Section Three: Beginning with a composite story describing a company in its early days of lean implementation, this section describes what went right and wrong during the initial implementation efforts. The authors bring to light some of the difficulties the sensei faces, such as bureaucracies, closed-minded mechanical thinking, and the challenges of developing lean coaches who can facilitate real change. They address the question: Which is better, slow and deep organic deployment or fast and broad mechanistic deployment? The answer may surprise you. The book ends with a discussion on how to make continuous improvement a way of life at your company and the role of leadership in any lean transformation. The Toyota Way to**

**Continuous Improvement is required reading for anyone seeking to transcend his or her tools-based approach and truly embrace a culture of continuous improvement.**

**The biggest competitive advantage an organization can achieve comes from the synergies created by employees skilled in enhancing organizational dynamics. The Seven Kata: Toyota Kata, TWI, and Lean Training supplies time-tested tools and advice to help readers adapt to changing conditions and outcompete their rivals. It explains why a mix of the ski**

**From Theory to Praxis**

**A Critical Component of Toyota's PDCA Management System**

**The Toyota Way to Lean Leadership: Achieving and Sustaining Excellence through Leadership Development**

**Kaizen Express**

**Lean Hospitals**

**IFIP WG 5.7 International Conference, APMS 2021, Nantes, France, September 5-9, 2021, Proceedings, Part II**

**Steady Work**

*Toyota doesn't just produce cars; it produces talented people. In the international bestseller, The Toyota Way, Jeffrey Liker explained Toyota's remarkable success through a 4P model for excellence—Philosophy, People, Problem Solving, and Process. Liker, with coauthor David Meier, provided deeper insight into the practical application of the principles in The Toyota Way Fieldbook. Now, these authorities on Toyota reveal how you can develop talented people and achieve incredible results in your company. Toyota Talent walks you through the rigorous methodology used by this global powerhouse to grow high-performing individuals from within. Beginning with a review of Toyota's landmark approach to developing people, the authors illustrate the critical importance of creating a learning and teaching culture in your organization. They provide specific examples necessary to train employees in all areas—from the shop floor to engineering to staff members in service organizations—and show you how to support and encourage every individual to reach his or her top potential. Toyota Talent provides you with the inside knowledge you need to Identify your development needs and create a training plan Understand the various types of work and how to break complicated jobs into teachable skills Set behavioral expectations by properly preparing your workplace Recognize and develop potential*

trainers within your workforce Effectively educate nonmanufacturing employees and members of the staff Develop internal Lean Manufacturing experts Guiding you with expert tips and training aids, as well as real-world examples drawn from the authors' two decades of research and field work, Liker and Meier show you how to get the most out of people who live and breathe your company's philosophy—and who work together toward a common goal.

*Toyota Kata: Managing People for Improvement, Adaptiveness and Superior Results* McGraw Hill Professional

Generate Better, Faster Results— Using Less Capital and Fewer Resources! “[The High-Velocity Edge] contains ideas that form the basis for structured continuous learning and improvement in every aspect of our lives. While this book is tailored to business leaders, it should be read by high school seniors, college students, and those already in the workforce. With the broad societal application of these ideas, we can achieve levels of accomplishment not even imagined by most people.” The Honorable Paul H. O’Neill, former CEO and Chairman, Alcoa, and Former Secretary of the Treasury “Some firms outperform competitors in many ways at once—cost, speed, innovation, service. How? Steve Spear opened my eyes to the secret of systemizing innovation: taking it from the occasional, unpredictable ‘stroke of genius’ to something you and your people do month-in, month-out to outdistance rivals.” Scott D. Cook, founder and Chairman of the Executive Committee, Intuit, Inc. “Steven Spear connects a deep study of systems with practical management insights and does it better than any organizational scholar I know. [This] is a profoundly important book that will challenge and inspire executives in all industries to think more clearly about the technical and social foundations of organizational excellence.” Donald M. Berwick, M.D., M.P.P., President and CEO, Institute for Healthcare Improvement About the Book How can some companies perform so well that their industry counterparts are competitors in name only? Although they operate in the same industry, serve the same market, and even use the same suppliers, these extraordinary, high-velocity organizations consistently outperform all the competition—and, more importantly, continually widen their leads. In *The High-Velocity Edge*, the reissued edition of five-time Shingo Prize winner Steven J. Spear’s critically acclaimed book *Chasing the Rabbit*, Spear describes what sets market-dominating companies apart and provides a detailed framework you can leverage to surge to the lead in your own industry. Spear examines the internal operations of dominant organizations across a wide spectrum of industries, from technology to design and from manufacturing to health care. While he investigates several great



*operational triumphs, like top-tier teaching hospitals' fantastic improvements in quality of care, Pratt & Whitney's competitive gains in jet engine design, and the U.S. Navy's breakthroughs in inventing and applying nuclear propulsion, The High-Velocity Edge is not just about the adoration of success. It also takes a critical look at some of the operational missteps that have humbled even the most reputable and respected of companies and organizations. The decades-long prominence of Toyota, for example, is contrasted with the many factors leading to the automaker's sweeping 2010 product recalls. Taken together, these multiple perspectives and in-depth case studies show how to: Build a system of "dynamic discovery" designed to reveal operational problems and weaknesses as they arise Attack and solve problems when and where they occur, converting weaknesses into strengths Disseminate knowledge gained from solving local problems throughout the company as a whole Create managers invested in developing everyone's capacity to continually innovate and improve Whatever kind of company you operate— from technology to finance to healthcare— mastery of these four key capabilities will put you on the fast track to operational excellence, where you will generate faster, better results—using less capital and fewer resources. Apply the lessons of Steven J. Spear and gain a high-velocity edge over every competitor in your industry.*

*Extraordinary Results Through Attention to Process and People*

*Beyond Method Wars, Establishing Core Lean/Agile Capabilities Through Systematic Improvement*

*The Open Organization*