



Engage, Experience, Excel

Getting Leadership Buy-in

Open Discussion with



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Leadership Buy-in

What brings you to this session?

Potential Follow-up Areas/Qs

Engaging Leadership

Questions or interest

An experience story to tell

Why do we need Leadership buy-in

What impacts are we looking for?

What Leadership changes are required?

Ideas to persuade leaders - why change?

How leadership supports Kaizen

What does Leadership mean?

Who/What kind of leadership

WHY IN THE SESSION

- Exchange
- Perspectives
- new Stories

'EMPATHY
MAPPING'
→ WHAT ARE
THEIR GOALS

How to "sell" Kanban
to an org who don't
do dates or wish to
surface capacity

~~WIP larger than the~~
Excessive work in progress
larger
than the main lane (untold)
WIP

Q. What approaches
do people have
for getting a
"seat at the table"

Leadership buy-in on
all levels, especially
middle management.

Funding
Enterprise
Kanban
Training

