

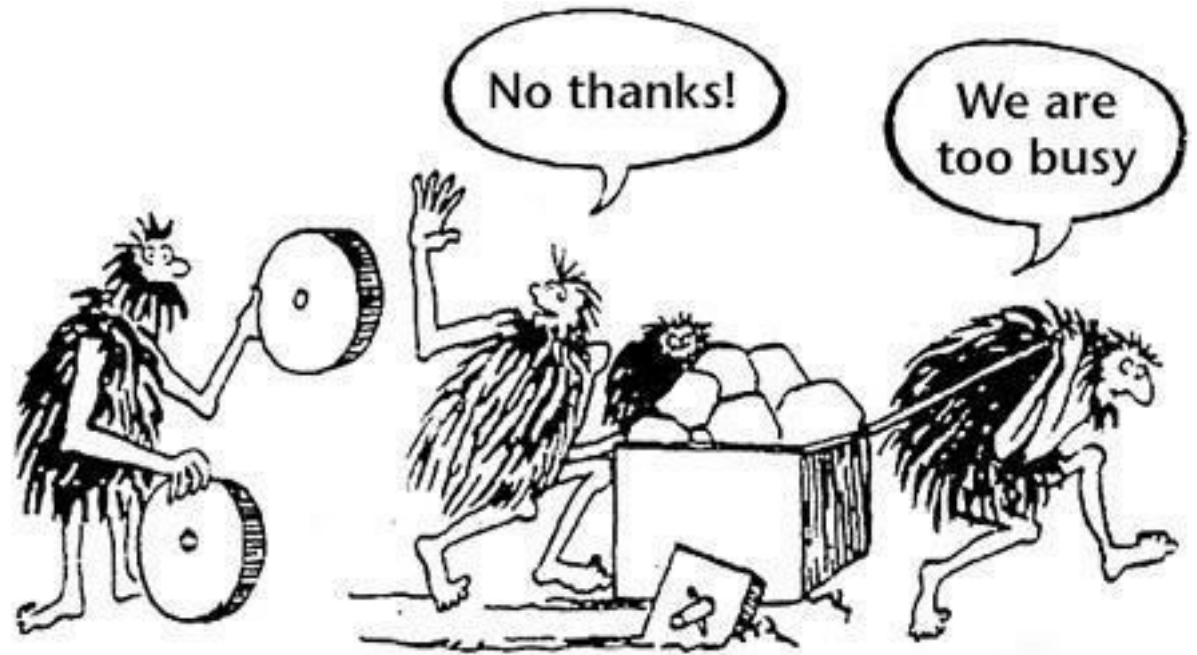


# **MAKING CHANGE MATTER BY LEADING FROM THE INSIDE OUT**

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# WHY ARE WE HERE?



# WHO WANTS CHANGE?



# WHO WANTS TO CHANGE?

That's  
someone else's  
responsibility.

No es mi  
problema.

It will take  
too long.

It's hopeless.

We can't  
take  
the chance.

It's too  
complicated.

What's in  
for me?

It's too  
radical.

It's too  
political.

We don't have  
consensus  
yet.

It's contrary  
to policy.

We have too  
many layers.

We're doing  
OK as it is.

It can't  
be done.

It's not  
my job.

There's too  
much red tape.

It needs more  
thought.

We don't  
have  
the staff.

We tried that  
before.

It's against  
tradition.

They're too  
entrenched.

Another  
department  
tried that.

It's not our  
problem.

We're waiting

# OVERVIEW

**01 THEORY**

**02 DISCIPLINE EXPERTISE**

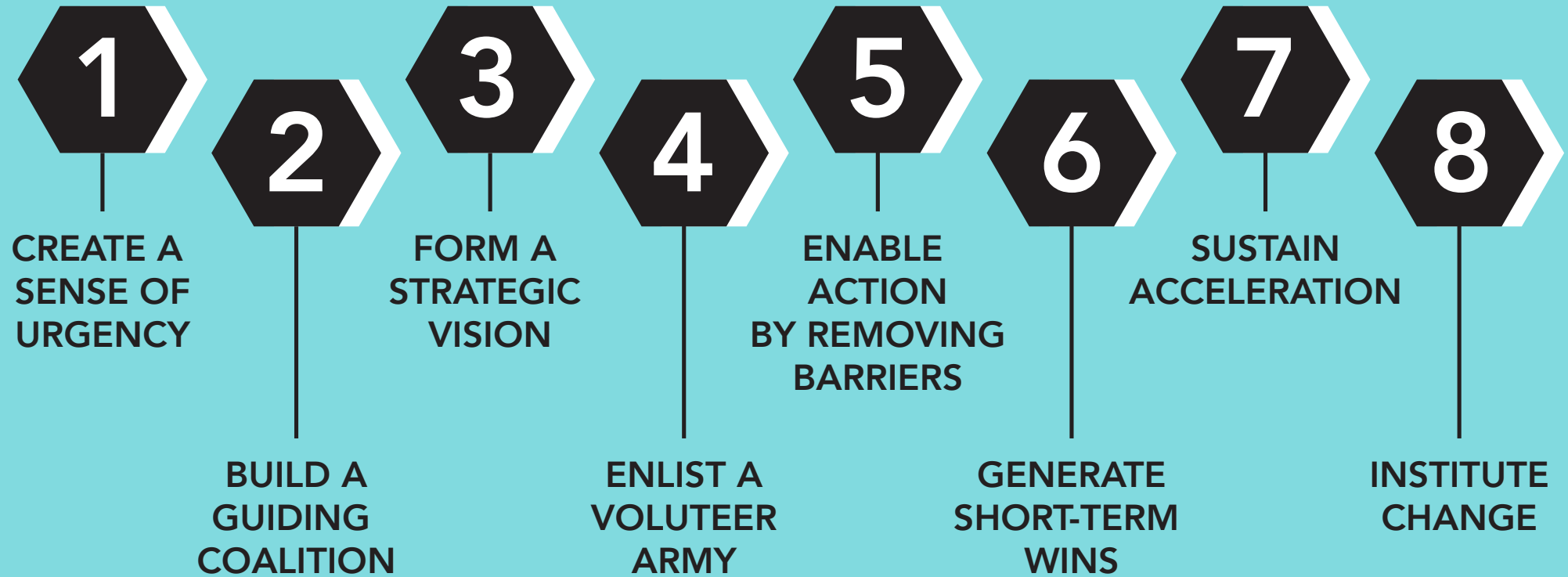
**03 PRACTICE**

**04 CASE STUDIES**

# CHANGE THEORY



# KOTTER



8-Step Process (Kotter, 1996)

# BURKE



## PRELAUNCH PHASE

Leader self-examination

External and internal  
environment scans

Establishing a need for  
change

Providing vision and direction



## THE LAUNCH PHASE

Communicating the need

Initial activities/kickoff

Address resistance



## POSTLAUNCH PHASE

Multiple actions/  
interventions

Respond to objections

Remain consistent

Persevere

Repeat the message



## SUSTAINING THE CHANGE

Handle unintended  
consequences

Maintain momentum

Choose successor

Continue to implement  
new initiatives



# THEORY PROBLEMS

A



B



# **"HAVE THEORY, WILL TRAVEL."**



**—MICHAEL FULLAN**

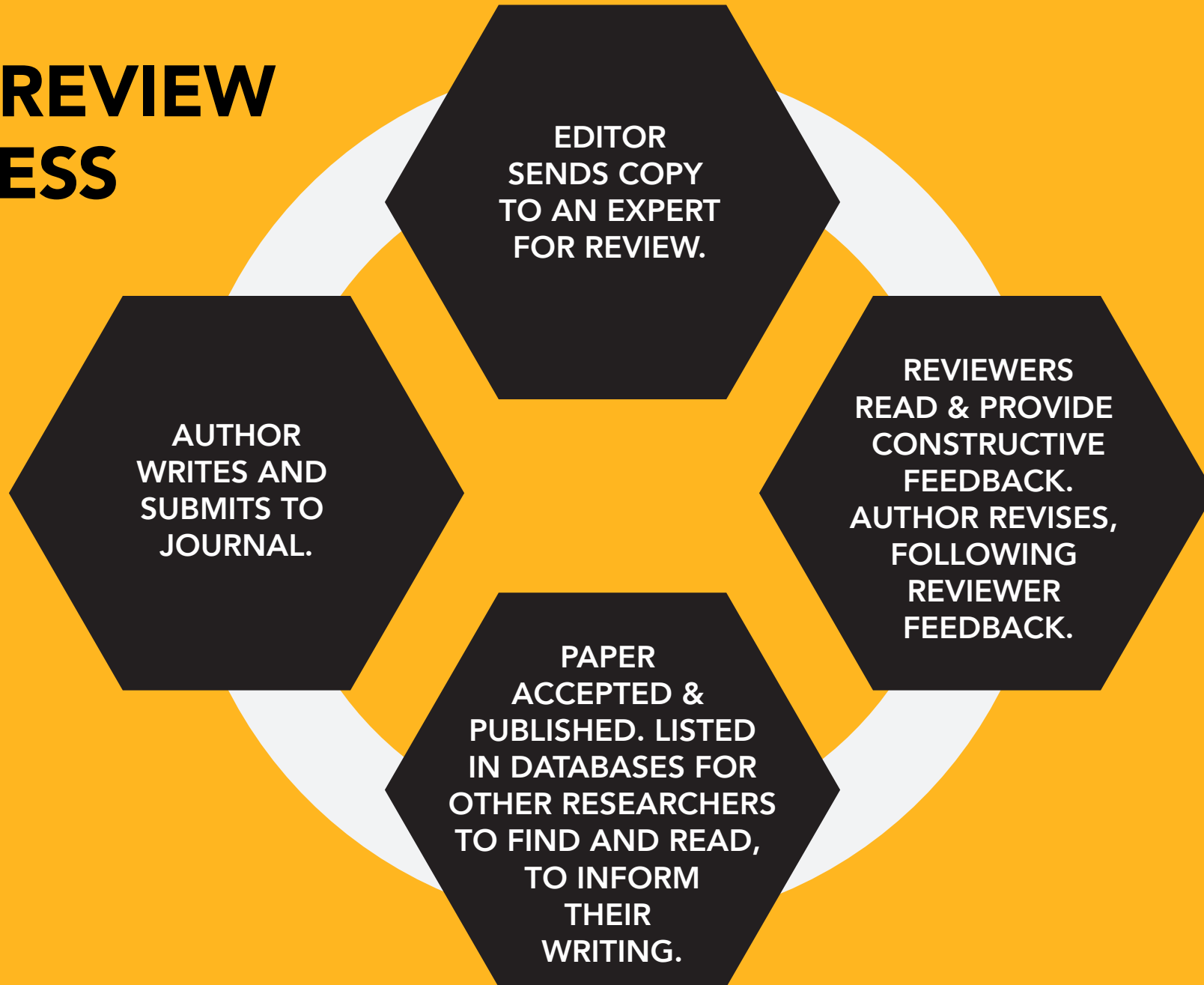
**LOGICAL  
CONCLUSION?**

**A PERFECT MATCH FOR  
ARTS &  
SCIENCES**

**EX.1**

**RECURSIVE  
FEEDBACK**

# PEER REVIEW PROCESS

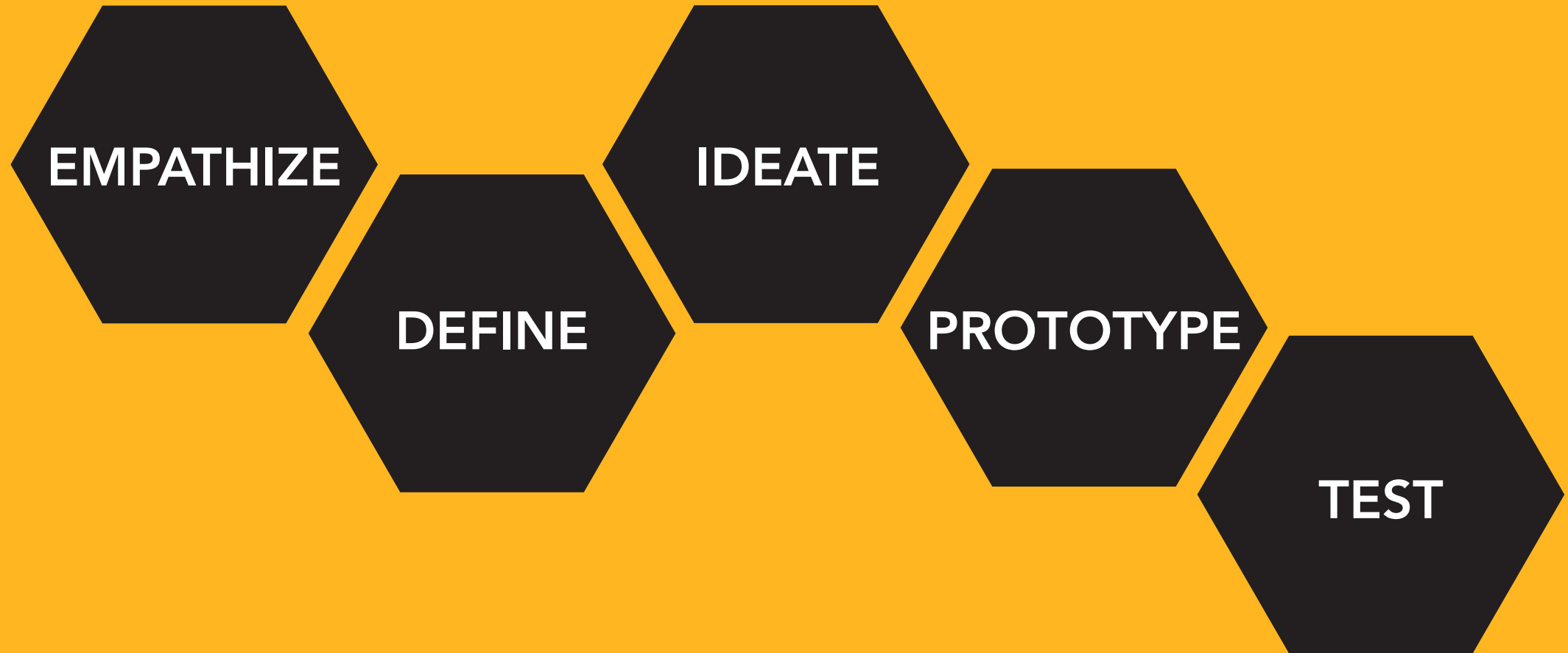


# EX.2

# DESIGN THINKING



# DESIGN THINKING



**EX.3**

**DIALOG**

THIS  
COULD  
ADD  
VALUE!

MAYBE  
THAT  
WOULD  
BE A  
GREAT  
NEXT  
STEP?

Let's collaborate  
on that.

I'VE  
GOT  
AN IDEA.

I'd be happy to help  
with this; you know  
who would be a  
great resource...

WHAT IF WE WENT ABOUT  
IT THIS WAY?

TELL ME MORE

I've been  
thinking  
about this  
and I am  
wondering if...

LET'S  
APPLY  
FOR A  
GRANT!

**CONSTRUCTIVE  
DIALOG**

# CAUTION



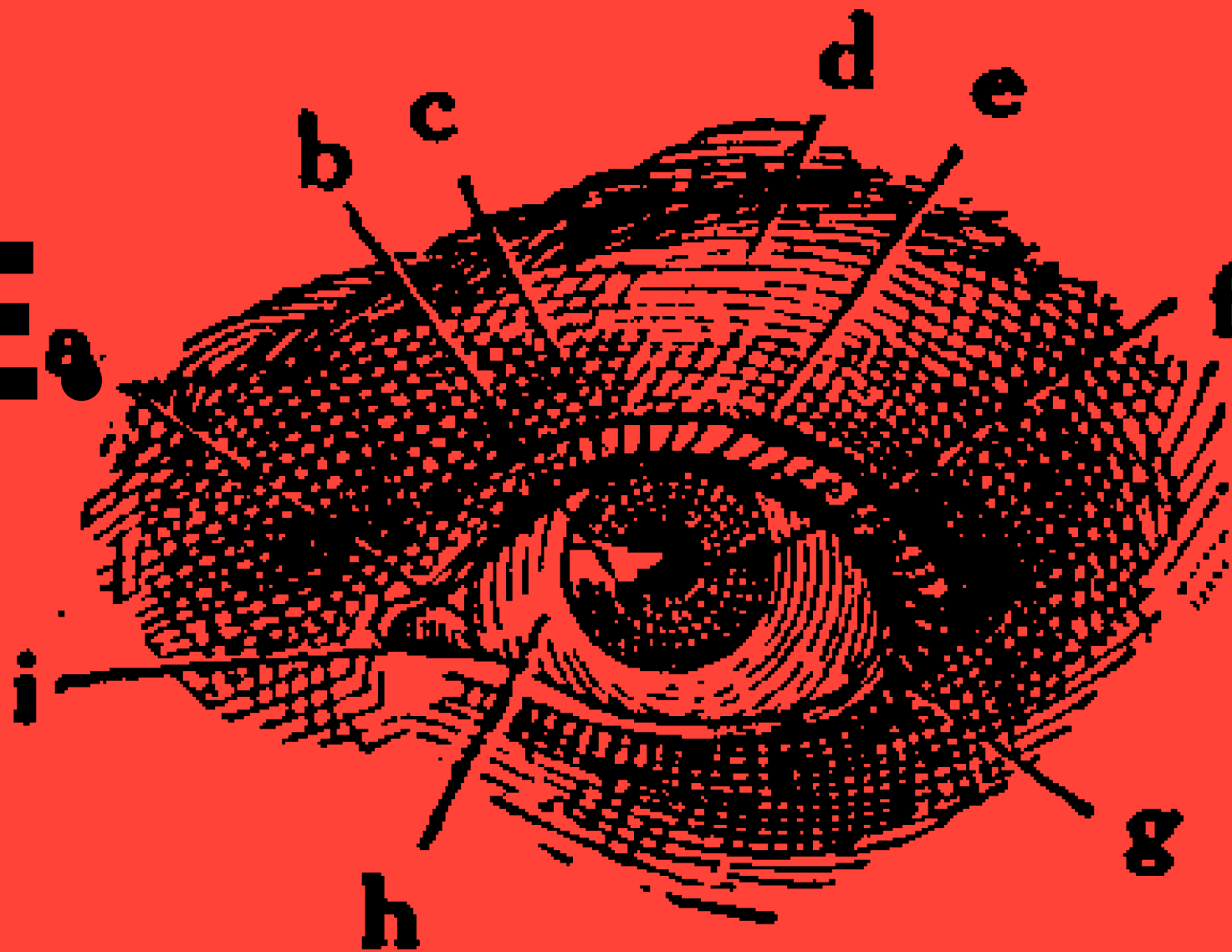


**CAUTION**

**BLAH. blah! blah.**

**CHANGE  
~~AND~~ IS  
LEADERSHIP**

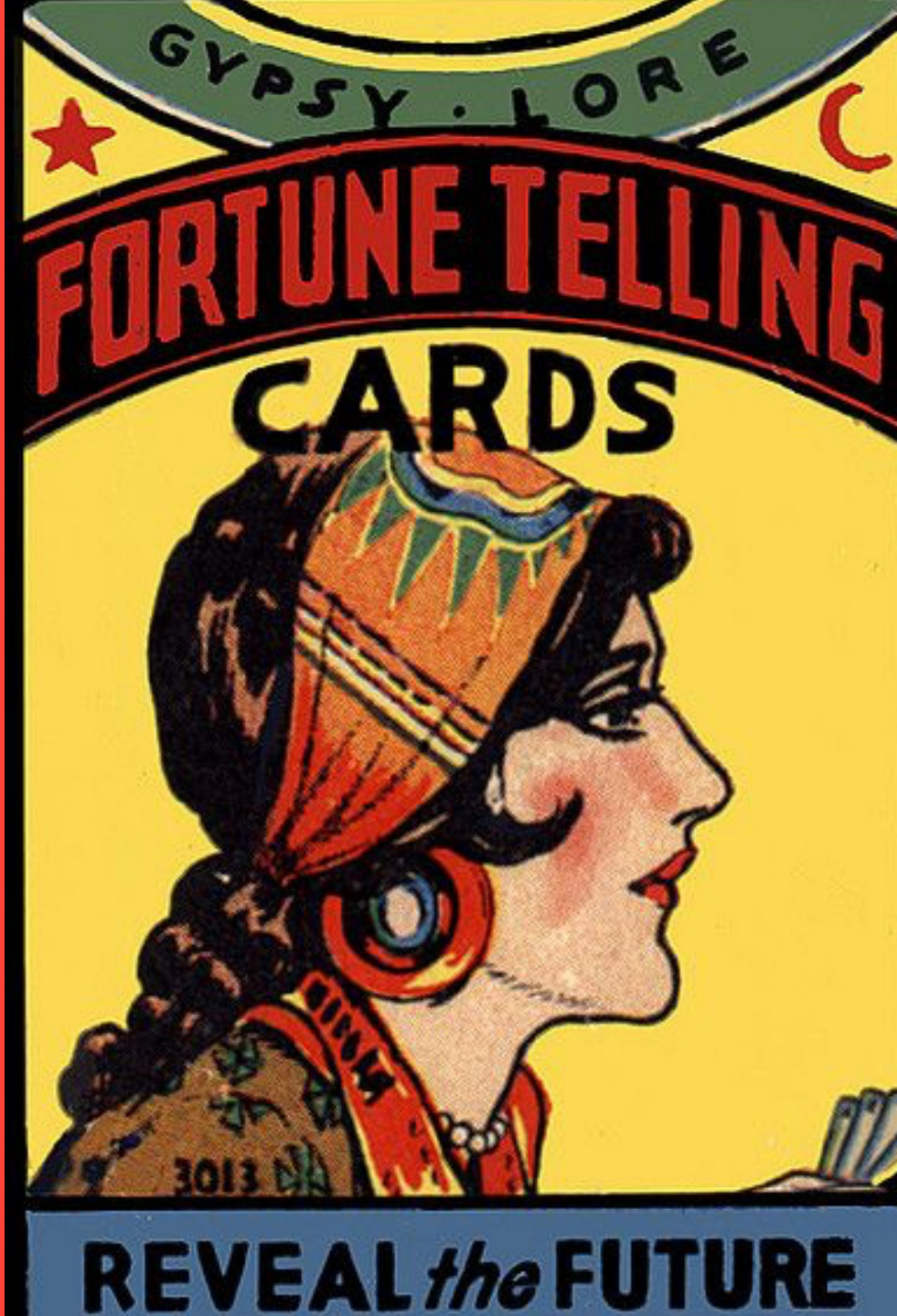
**BE  
VISIBLE.**



Human Eye.



**BE  
PRE-  
DICTABLE.**



**BE ON  
YOUR TEAM.**



A row of mannequins in a clothing store, overlaid with a semi-transparent red filter. The mannequins are wearing various styles of clothing, including a dark jumpsuit and light-colored trousers. Some of the trousers have a label that reads "FABULOUS FIT 2009".

# BE A MODEL.



**BE**  
**REAL.**



**HIGH EXPECTATIONS [VERY]**

**PACESETTER**

**HEART ON SLEEVE**

**IN THE WEEDS**

**WORKS TOO MUCH**

**OVERCOMPLICATES THINGS**

**HARD TO SAY NO**

**COMPULSIVE EDITOR**

**OVERPREPARES**

**WHEN PEOPLE  
CAN'T OR  
WON'T  
CHANGE?**



**BE**

**HELPFUL.**

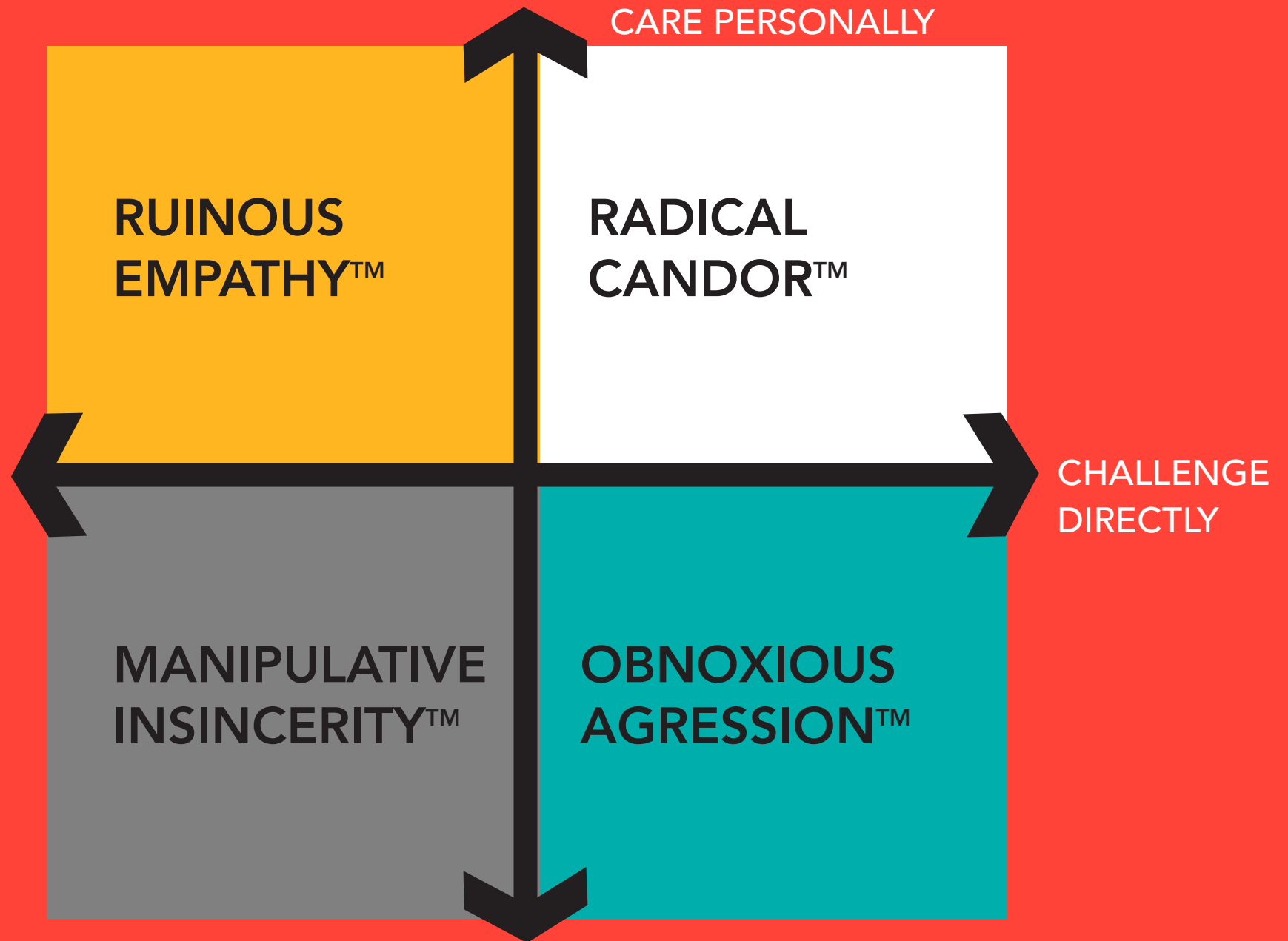
HOW CAN I

HELP?



# **RADICAL CANDOR**

KIM  
SCOTT



**WHAT COULD**  
**POSSIBLY GO**  
**WRONG?**

# PITFALLS



**STAY**  
**FOCUSED**



# ASSESSING CHANGE



**CASE STUDY**

**01 UNIVERSITY**

**REORGANIZATION**

**CASE STUDY**

**02 ORGANIZING  
INTERNSHIPS**

# CASE STUDY

03 OFFICE

ROULETTE



# QUESTIONS?

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# THANK YOU.

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