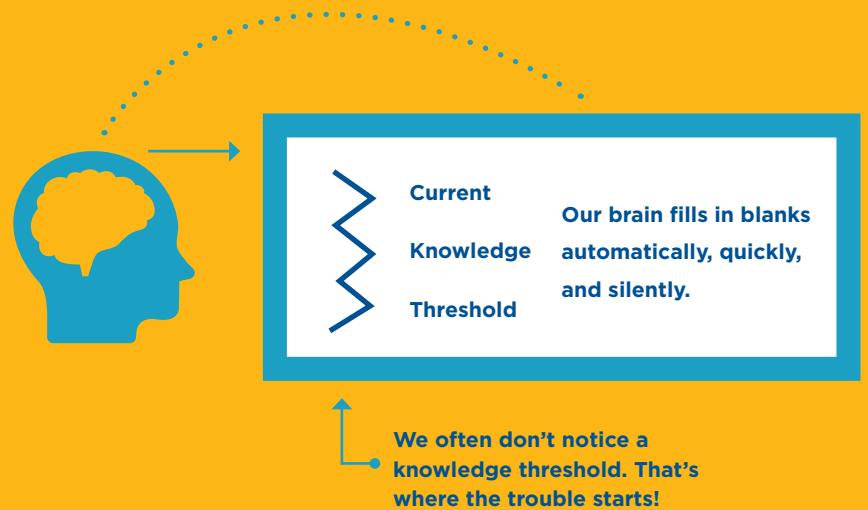


Toyota Kata

Developing the
Skills to Thrive in
Today's Constantly
Changing Marketplaces



Change arrives fast these days.

Competitors emerge overnight, new technologies alter business, and labor market conditions are uncertain. How do you ensure continued success in such complex, dynamic, and unpredictable conditions?

The default way people think about problems often involves jumping to conclusions and immediately seeking to solve problems. The unconscious part of our brain takes bits of surface information, quickly extrapolates to fill in blanks, and gives us a false sense of confidence in our conclusion. And then, we start making costly mistakes.

Toyota Kata does not teach problem solving, but rather a mindset that can make people more effective at problem solving.

This full day overview workshop will dive into the two main Toyota Kata elements:

The Improvement Kata

The learner iterates or experiments his or her way toward a desired goal instead of deciding the way forward. This way of thinking and working helps people successfully deal with uncertainty and challenges.

The Coaching Kata

A repeating routine by which managers teach Improvement Kata to everyone in the company. The teacher or coach gives the learner procedural guidance, not solutions, helping the learner successfully overcome obstacles and develop confidence.



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http://www.bit.ly/CIS_Kata



Understand
the Direction
or Challenge

Grasp the
Current
Condition

Establish the
Next Target
Condition

Experiment
Toward the
Target
Condition

**Improvement
Kata**



“Planning” Coaching Cycles

**“Executing”
Coaching
Cycles**

**Coaching
Kata**

Toyota Kata is about:



Developing new habits and allowing people to think differently about problems and goals



Developing a culture of continuous learning and improvement at all levels through deliberate practice



A way of working, and of working together



Using scientific thinking as an ingredient to make teams and organizations more effective and successful

RESULTS*

\$312,439

Average sales
increased/retained

\$132,013

Average cost
savings

\$222,380

Average total
investment

3.89

Average new/
retained jobs

*Based on MEP Center client survey
results from 2000 -2019

How can I learn more?

Visit bit.ly/CIS_Kata today, or contact your local Solutions Consultant for more information.



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