

NARRATIVE LEADERSHIP LEAN THINKING

ROBERT O. MARTICHENKO

CEO | AUTHOR | SPEAKER





Goals

1. World-Class Education
2. Prosperous Economy
3. Sustainable Energy and a Clean Environment
4. Healthy and Safe Communities
5. Efficient, Effective, and Accountable Government



*“Washington State and its public servants are committed to the continuous improvement of services, outcomes, and performance of state government, to realize a safe, beautiful and healthy place to live and work. In order to achieve these aims, “Results Washington,” **an innovative, data-driven, performance management initiative, will drive the operations of state government through Lean thinking.** This initiative will aid state leaders in fact-based decision-making, enhancing the breadth of understanding, focus, and commitment to **our customers—all Washingtonians.**”*

– Governor Jay Inslee’s Executive Order



Lean Leaders want to make
the world a better place.

This is the beginning of the
story...



“

The story begins...

”



Cooperation

You can do some things better than I can. I can do some things better than you. We can all learn by working together. Think of the many things we can do!

Resourcefulness

When there is a problem, I might have a great idea to solve it.



10 WAYS TO BE A GOOD STUDENT

- 1 Come to school every day.
- 2 Have your supplies ready.
- 3 Have your materials organized.
- 4 Pay attention in class.
- 5 Complete assignments on time.
- 6 Follow directions.
- 7 Ask for help when you need it.
- 8 Participate in class activities.
- 9 Follow all school rules.
- 10 Always try to do your best.

CLASS RULES

- 1 Listen when others are talking.

Aa Bb Cc Dd Ee Ff Gg Hh Ii Jj Kk Ll Mm Nn Oo Pp Qq Rr Ss Tt Uu Vv Ww Xx Yy Zz

January February March April May June July August September October November December

Left Right

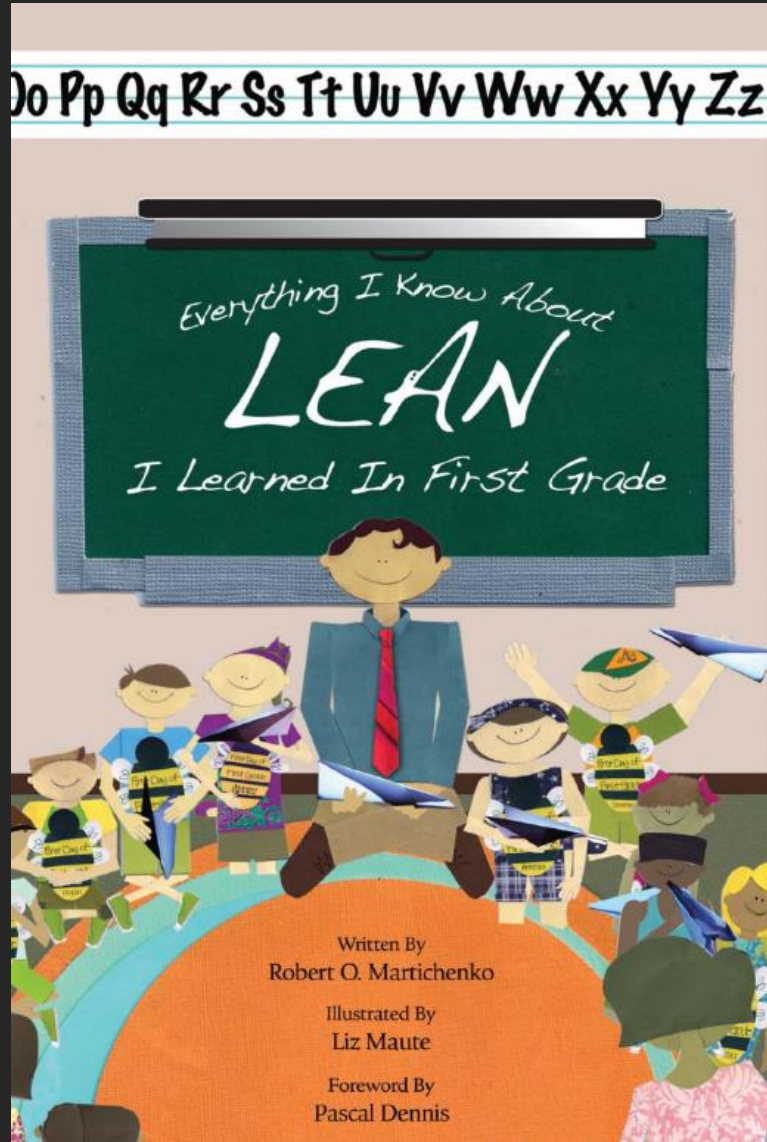
Sunday
Monday
Tuesday
Wednesday
Thursday
Friday
Saturday

1 penny 5 nickel 10 dime 25 quarter
\$10 one dollar \$10 one dollar
\$100 ten dollars \$20 twenty dollars

Name Abbey Martichenko

THOUSANDS 1,000 HUNDREDS 100 TENS 10 ONES 1 TENTHS 1/10 HUNDRETHS 1/100 THOUSANDTHS 1/1,000

0 1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30



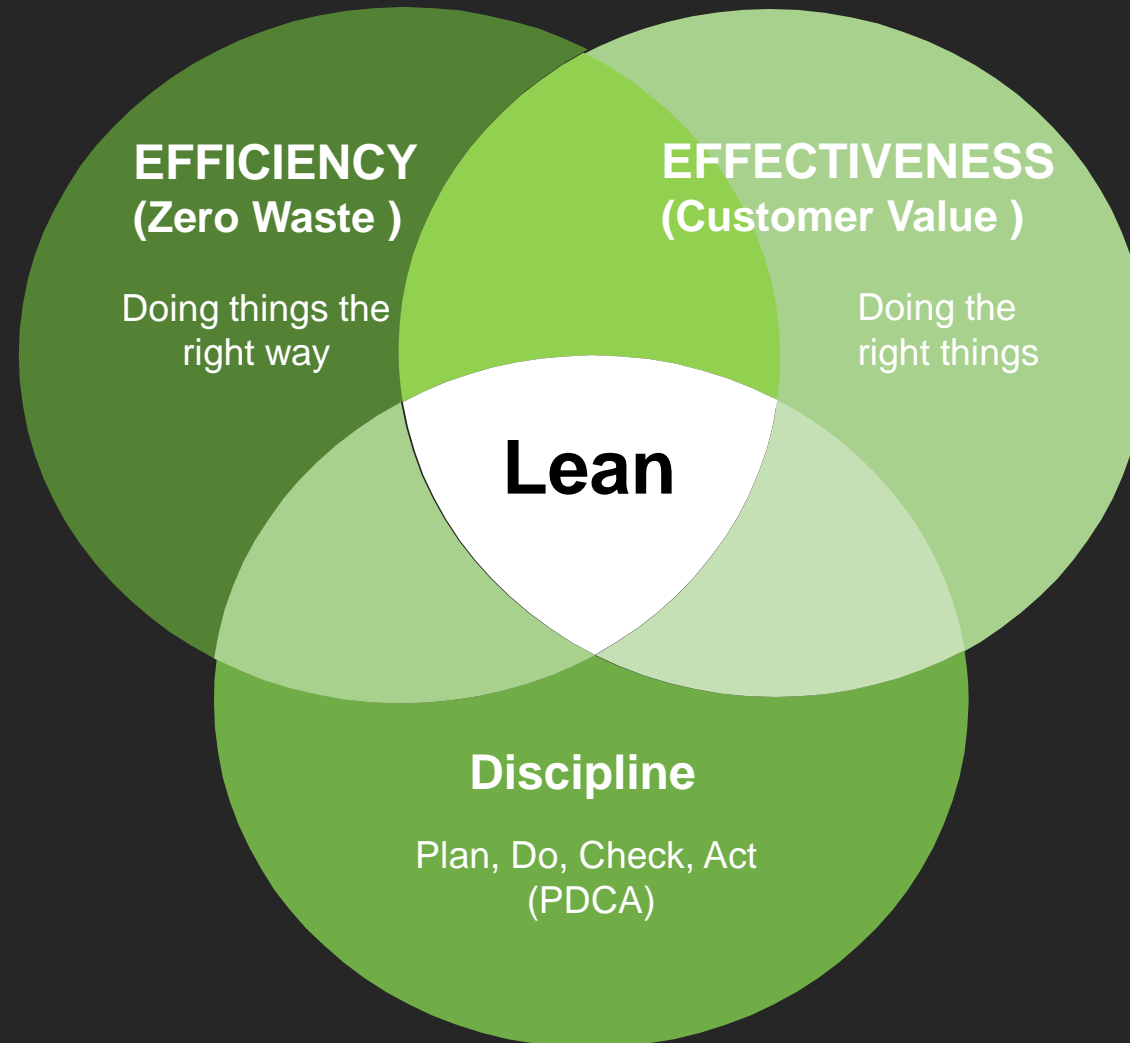
“

Learning begins
with reflection.

”



Lean = Value – Waste





...to tell the whole story, we
need to become *systems*
thinkers...





*ECO-
SYSTEMS*

MATERIALS PLANNING

PRODUCTION PLANNING

SALES & OPERATIONS

DEMAND PLANNING



Supplier Management



International Transportation



Domestic Transportation



Inbound Cross Docking



Trailer Yard Management



Lean Manufacturing



Inter Company Transportation



Distribution Center



Outbound Transportation



Customer Delivery

THE END-TO-END SUPPLY CHAIN

FLOW = VISIBILITY = DECISIONS = CONSEQUENCES



**Intended
Consequences**
(VALUE)



**Unintended
Consequences**
(WASTE)

DECISION



...and yet, the story is fluid
and ever changing...



Globalization & Environment

Technology & Social Media



The
Highly Flexible
World



Disruption & Speed of Change

Complexity & Political Discourse

“

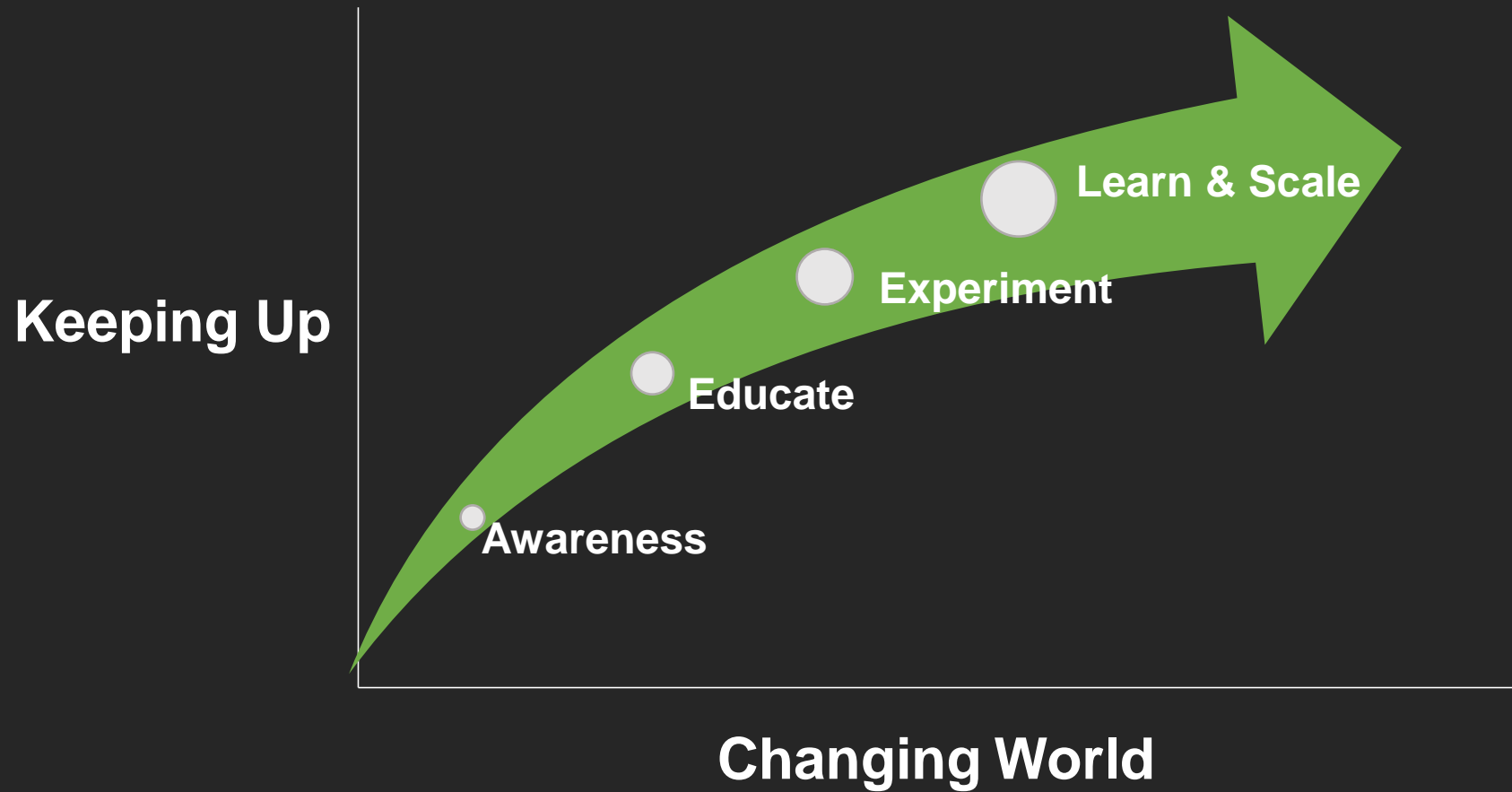
Our collective skills, talents,
approaches and management systems
are struggling to keep pace,

*(i.e., Does anybody really know for
certain what to do?)*

”

“The saddest aspect of life right now is that **science gathers
knowledge faster than society gathers wisdom.**”

— Isaac Asimov : 1920 - 1992





“

Lean leadership is principle-based leadership.


”



 business books



Over 2,000,000 Results

 lean books



Over 10,000 Results

Participate: Go-See



See the Whole: Systems Thinking



**Leader as
Student &
Teacher**



Believe: Advocacy



Curious: Inquiry



Improving the Washingtonian's
experience...one human at a time.



The background of the image shows two hikers silhouetted against a dramatic sunset sky. One hiker is standing on a rocky ridge, leaning forward, while the other is crouching below, possibly resting or adjusting their gear. The sky is filled with soft, glowing clouds, and the overall mood is one of quiet determination and natural beauty.

BE INSPIRED.

- **EVERYONE** is affected by value and waste.
- **EVERYONE** learns through problem solving.
- **EVERYONE** has an opportunity to make a real difference.
- **EVERYONE** should be proud of their work.

“

...and so the story
continues....

”

“If you know but you
don't do, then you
don't really know.”
- *Aristotle*





THANK YOU

LeanCor 
SUPPLY CHAIN GROUP

