A3 Report

A3 Process

Selling Software Security in your organisation

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Starring: YOU
this workshop

Your Software Security initiative

next year's workshop
RESISTANCE

TO

CHANGE

is highly overrated
IT MAKES SENSE TO RESIST when...

The wrong problem is being solved.
There is no clear vision of the solution.
I don't see the benefits.
This is going to increase our risk.
It's more likely to harm than to help me.
I don't see the path to the solution.
I'm not sure everybody is committed.
I'm not sure we have the ability to do this.
A3 REPORT

Situation
Stakeholders
Impact

→

Vision
Stakeholders
Benefit

Visualisation
Metrics
Progress

Approach

Steps

A3 PROCESS

- Goal → Report for what
- Draft report
- Consult with Manager (Executive, Process Owner, Coach, Team)
- Consult with Stakeholders (Impact, Benefits, Feasibility)
- Keep going until consensus (Consensus is not Compromise)
- For HAL G.O.D
- Keep everyone informed (Visualisation, metrics, progress)
Understand situation and stakeholders

Situation and impact described

Vision and benefits described

Progress tracking agreed

Draft report reviewed

Approach defined

Session reviewed
Client  Coach  Observer

OPEN  => Stories

CONTROL  => Facts

CONFIRM  => YES/NO
A3 A3 REPORT

**Situation**

- Benefits of the Action Event
  - [ ]

**Vision**

- [ ]

**Visualisation**

- [ ]

**Approach**

- Test period 2 months
- Team + EXT + account
- Use in team format
- Test in process
- Test in process
- Test in process
- Test in process