

## The MTA Insights consists of 53 activities in 9 volumes:

### Volume 1: Team Working Level 1

| Title                     | Level | Discussion Topics  |
|---------------------------|-------|--|
| 1<br>Group<br>Necklace    | Intro | Basics of team problem solving and team working<br>Understanding objectives and constraints<br>Planning<br>The benefits of getting it 'right first time': the cost of errors and re-work   |
| 2<br>Short Thread         | Intro | Understanding constraints<br>Importance of planning even when working to a tight deadline<br>Cost of mistakes<br>Basics of team working  |
| 3<br>Wheel<br>Barrow      | Intro | Basics of team working<br>Challenging norms (what is a wheelbarrow?)<br>Basic quality issues<br>Effect of competition and time constraints on performance  |
| 4<br>Boxed In             | Intro | Basics of team working<br>Challenging norms (what is, or is not, a box?)<br>Creative thinking  |
| 5<br>Enclosed             | Intro | Understanding criteria for success<br>Understanding constraints and their implications<br>Spending time planning vs. fast action<br>Achieving a result before the competition<br>Breaking taboos (personal space and touch)        |
| 6<br>Tall Stack           | Intro | Working together – attitudes and skills<br>Introduction to group problem solving<br>Testing and revising ideas<br>Agreeing on what is achievable: introduction to risk taking  |
| 7<br>Tightly<br>Packed    | Inter | Understanding the criteria for success<br>Understanding the constraints and their implications<br>Creative problem solving and experimenting with different ideas<br>Spending time planning and reviewing progress vs. fast action |
| 8<br>Odd Type of<br>Stack | Inter | Understanding priorities<br>Keeping focussed on priority issues<br>Achieving identified priorities within specified times<br>Concerns for quality  |
| 9<br>Balancing Act        | Inter | Problem solving<br>Reviewing progress and agreeing acceptable standards<br>Team working<br>Impact of competition and deadlines   |
| 10<br>Shapes              | Inter | Group problem solving<br>Thinking logically and creatively<br>Valuing and building on each other's ideas   |

## Volume 2: Team Working Level 2

| Title                  | Level | Discussion Topics  |
|------------------------|-------|--|
| 1<br>Minefield         | Intro | The importance of monitoring progress and revisiting plans<br>Team working<br>Team problem solving<br>Effects of obvious competition<br>The cost of simple or careless errors  |
| 2<br>DIY               | Inter | Sharing, respecting and building on each other's ideas<br>Learning about each other as people  |
| 3<br>Feet of Clay      | Inter | Understanding constraints<br>Agreeing and working to plans<br>Individual contributions to a team effort  |
| 4<br>My Success        | Inter | Understanding success: personal drivers and attitudes<br>Beating others vs. doing as well as you can<br>Co-operation vs. competition<br>Attitudes to risk taking   |
| 5<br>Spinning Your Web | Inter | Planning in a competitive situation<br>Setting achievable personal goals<br>Team skills (sharing and building on ideas, reviewing, communicating)<br>Trust in, concern for, and encouragement of each individual   |
| 6<br>Caught in a Web   | Inter | Attitudes to others who may affect your success<br>Setting achievable personal and team goals<br>The cost : benefit of reviewing progress and re-planning<br>Team skills (sharing and building on ideas, reviewing, communicating)<br>Concern for, trust in, and encouragement of each individual. |
| 7<br>Successful Pairs  | Inter | Success means different things to different people<br>Personal attitudes affect decision making and actions<br>Planning for personal and team success<br>Developing alliances and making agreements<br>Trust   |
| 8<br>Speedy Stack      | Inter | Clarifying objectives and constraints<br>The cost : benefit of thought and planning vs. action<br>Reviewing progress against objectives<br>The cost of failing to understand and reach quality standards<br>The impact of competition and time   |

**Volume 3: Communication**

| Title                 | Level | Discussion Topics  |
|-----------------------|-------|--|
| 1<br>Getting It Right | Inter | Accuracy in communication: the cost of errors<br>The importance of clear and unambiguous instructions<br>Verbal vs. pictorial vs. written instructions<br>Detail in communication: what is and is not required<br>An introduction to standard operating procedures<br>Observing the impact of your actions |
| 2<br>Sorting Shapes   | Intro | Accurate verbal communication<br>Clarifying understanding<br>Attention to detail<br>Team problem solving<br>Logical thinking   |
| 3<br>Blind Statues    | Intro | Agreeing and working to plans<br>Verbal communication<br>Understanding and working with others' limitations  |
| 4<br>My Views         | Inter | Learning about each other, their personal views and ideas<br>Attitudes to, and value of, personal disclosure<br>Sensitivity to others  |
| 5<br>Swinging         | Inter | Identifying and communicating key information<br>Communication between remote teams<br>Producing clear written instructions<br>Inter-dependent team working<br>Working under time constraints  |
| 6<br>Seeing Red       | Inter | Using verbal communication alone to develop a common understanding of complex issues<br>Thinking through problems logically with others<br>The effect of competitive pressures on accuracy<br>Attitudes to cheating the system (sometimes!)  |
| 7<br>Back to Back     | Inter | Communicating and appreciating the big picture<br>Effective two-way verbal communication<br>Appreciating and working with others' restrictions<br>Giving and receiving clear instructions<br>Team problem solving  |

## Volume 4: Problem Solving

| Title                       | Level | Discussion Topics   |
|-----------------------------|-------|---|
| 1<br>Colourful<br>Necklace  | Intro | Basics of creative problem solving in teams<br>The benefits of turning a problem around<br>Thinking ahead to identify key problems and avoid waste<br>Realising the cost of ignoring problems   |
| 2<br>Girders                | Intro | Personal blocks to problem solving e.g. getting stuck in a rut, thinking in 2 dimensions, not identifying the key issues<br>Lateral and logical thinking<br>Learning from experience, not being limited by experience<br>Trial and error                                    |
| 3<br>Jigsaw                 | Inter | Preparing to work effectively with others<br>Sharing and utilising others' knowledge and skills<br>Thinking together, building on each others' ideas<br>Recognising and using everyone's unique and vital information<br>Creating a positive working environment            |
| 4<br>Odd Colour<br>of Stack | Intro | Identifying and understanding (customer) priorities<br>Homing in on the key problem that can prevent success<br>Avoiding distractions and secondary issues<br>Working together to complete a task within a tight time schedule<br>Attention to detail and quality           |
| 5<br>Water<br>Tower         | Inter | Understanding and working to constraints<br>Planning, even when under time pressure<br>Working together to agreed plans<br>Reviewing progress and re-planning   |
| 6<br>Through<br>the Slot    | Inter | Understanding the context<br>Identifying the critical issues (sorting the wheat from the chaff)<br>Targeting effort where it can provide most benefit<br>The benefits of using different approaches to problem solving<br>Making good use of team members' differing skills |

## Volume 5: Business Priorities

| Title                  | Level | Discussion Topics   |
|------------------------|-------|---|
| 1<br>Delivered on Time | Intro | Understanding customer priorities<br>Paying attention to priority issues<br>Understanding and meeting quality requirements<br>Monitoring competitors  |
| 2<br>Build to Design   | Inter | Developing and gaining commitment to concepts<br>Individual implementation of group decisions<br>Developing and applying quality standards<br>Revising plans with new information<br>Impact of individuals' attitudes and actions on colleagues |
| 3<br>Money Matters     | Inter | Financial awareness<br>Cash flow<br>The impact of high margins<br>Business planning   |
| 4<br>Artifacts         | Inter | Questioning the customer to identify needs and priorities<br>Agreeing how to meet the customer's needs<br>Making a customer presentation (the principles behind a value proposition)  |
| 5<br>Container Freight | Adv   | Setting and agreeing achievable targets (there will always be scope for improvement)<br>Managing complex problems<br>Developing and evaluating options<br>Reviewing progress, revising plans and targets if necessary<br>Estimating             |
| 6<br>Getting Ahead     | Adv   | Financial awareness<br>Focussing on priorities<br>Making sales profitable<br>Negotiating  |
| 7<br>Disc Transporter  | Adv   | Questioning the customer to identify needs and priorities<br>Adapting the sales offering to meet these needs<br>Costing the product<br>Developing and presenting a value proposition  |

## Volume 6: Business Priorities

All the activities in Performing for Excellence are very demanding. Good numerical understanding is a base requirement rather than a development opportunity with the exception of disc roll.

| Title                      | Level | Discussion Topics   |
|----------------------------|-------|---|
| 1<br>Disc Roll             | Intro | Defining and agreeing objectives and plans<br>Redefining plans with new information<br>Decision making<br>Evaluating risks  |
| 2<br>Our Success           | Inter | Understanding success: beating others vs. doing as well as you can<br>Thinking through the implications of decisions and actions<br>Revising decisions with new insights or information<br>The impact of personal attitudes on decision making and success<br>Departmental vs. organisational success |
| 3<br>Meeting Expectations  | Inter | The value of accurate planning and forecasting<br>The cost of not meeting customers' expectations<br>Evaluating and learning from others' approaches<br>Making best use of individuals' competencies  |
| 4<br>Leading Pairs         | Adv   | Assessing and making the most of opportunities for success<br>Monitoring progress then utilising individual initiative vs. sticking to the plan<br>Coping with different levels of performance in a team<br>Developing and managing alliances<br>Ethics and values                                    |
| 5<br>Meeting the Challenge | Adv   | Developing criteria and plans for success<br>Balancing opportunities for success against the cost of failure<br>Calculating and taking risks<br>Revising plans in line with progress<br>Attitudes to risk taking<br>Making best use of the groups' competencies                                       |
| 6<br>Everyone's a Winner?  | Adv   | Gaining commitment to a plan which may not be of personal benefit<br>Enabling others to outperform you so you can improve your absolute performance<br>The impact of relative success / failure on feelings<br>Developing and managing alliances<br>Ethics and values                                 |

## Volume 7: Leadership 1

5 Short (15 – 30 Minute) leadership activities

Each of the 5 activities in this volume creates quite different leadership situations and therefore different learning opportunities, e.g. isolation from the workplace, freedom to move between workers but with workers are in different places, workers who do not have a competence possessed by the leader (achieved by using blindfolds), changing roles.

In each of the activities, specified individuals are given roles and/or information that provide them with opportunities to lead whilst from the other perspective team members experience different approaches to leadership and are encouraged to think about their role as followers.

| Title                  | Level | Discussion Topics  |
|------------------------|-------|--|
| 1<br>Taller Stack      | Intro | Valuing and working with other's experience and ideas<br>Gaining and demonstrating commitment to others' ideas<br>Challenging the way a group is approaching a task<br>Managing changes in group membership  |
| 2<br>Led Statues       | Intro | Preparing to lead a task<br>Identifying and using a team's resources effectively<br>Using a team to solve a problem and implement the solution<br>Providing effective and precise verbal instruction   |
| 3<br>Led Jigsaws       | Inter | The fundamental elements of leadership required when leading a team in which each individual brings something unique and vital: direction, planning, communications, resources, encouragement etc.   |
| 4<br>Leading From Afar | Inter | Elements of leadership required when leading a remote team<br>Effective verbal communication.  |
| 5<br>Leading the Team  | Adv   | Motivating teams to work effectively against deadlines<br>Balancing personal workloads against leading a team<br>Understanding standards of performance<br>Coping with change and revising plans in line with progress<br>Attitudes to risk taking |

## **Volume 8: Leadership 2**

### **Two long leadership activities**

#### **The Hoist:**

- Building on ideas
- Applied team skills
- Instructing others effectively
- Communications
- Understanding priorities
- Keeping the overall objective in mind
- Gaining commitment

The task is to win a competition but members of another team must build your product in your absence. Can you communicate your requirements effectively, provide them with appropriate instruction and motivate them to build your product to a standard that will beat the one they designed?

#### **Cable Car:**

- Managing geographically isolated teams who are working on the same project
- Core elements of leadership
- Understanding the needs of teams
- Inter-team working

A manager has three isolated teams, each with a team leader. Success depends on the output of each team being compatible. The manager's constantly changing role includes: providing the overview, managing resources, decision making, co-ordinating ideas, reviewing progress, technical support - there's always the job in hand to distract... Besides direct learning through personal involvement, the variety of roles (3 separate teams, 3 team leaders, a manager) in this activity provide participants with an appreciation of how their actions affect others who are working elsewhere.

## **Volume 9: Leadership 3**

### **Two long leadership activities**

#### **Maxi Market :**

- Project management
- Establishing the core problem
- Understanding the criteria for success
- Team problem solving
- Utilising people's particular skills

One of the most difficult aspects of project management is developing a clear and thorough understanding of the project: its objectives, priorities and constraints. In this activity, a project team has to prove to a customer that their company should be awarded a contract. Distractions like 'getting on with the job in hand' make it easy to miss this objective completely, fail to identify and satisfy customer priorities, and even forget the clearly stated needs of their manager. The learning relates all too easily to the 'real world'.

#### **Waste Away:**

- Applied leadership
- Balancing technical and people issues
- Understanding the bigger picture and maintaining focus on the priorities
- Preparing people to manage others
- Applied team skills

A customer is coming for a demonstration that involves managing people doing an unfamiliar task. The manager cannot be there, so others need to be prepared. Later the goal posts appear to be moved by the customer, or are they? The activity is split into 3 stages each of which introduces different learning opportunities. Roles change within the activity with people switching between leading, being team members and observing.