



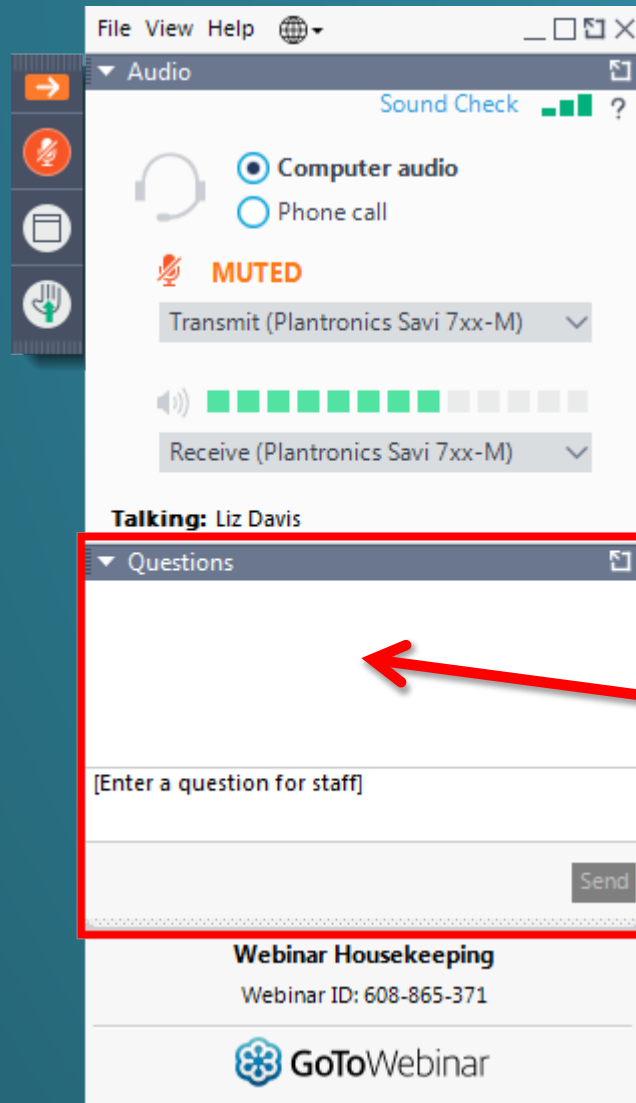
Water Environment Federation[®]

the water quality people[®]

Change Management

Necessary Ingredients for Success

How to Participate Today



- **Audio Modes**
 - Listen using Mic & Speakers
 - Or, select “Use Telephone” and dial the conference (please remember long distance phone charges apply).
- **Submit your questions using the Questions pane.**
- **A recording will be available for replay shortly after this webcast.**

Welcome!

Change Management:
Necessary Ingredient for Success



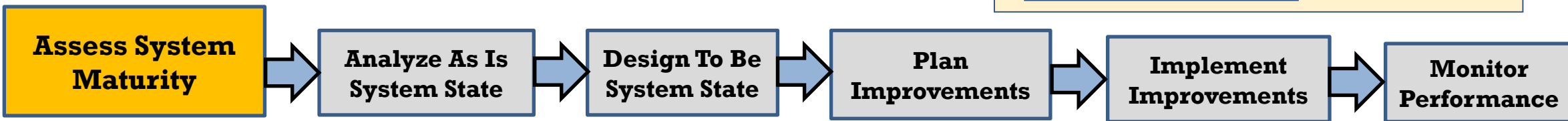
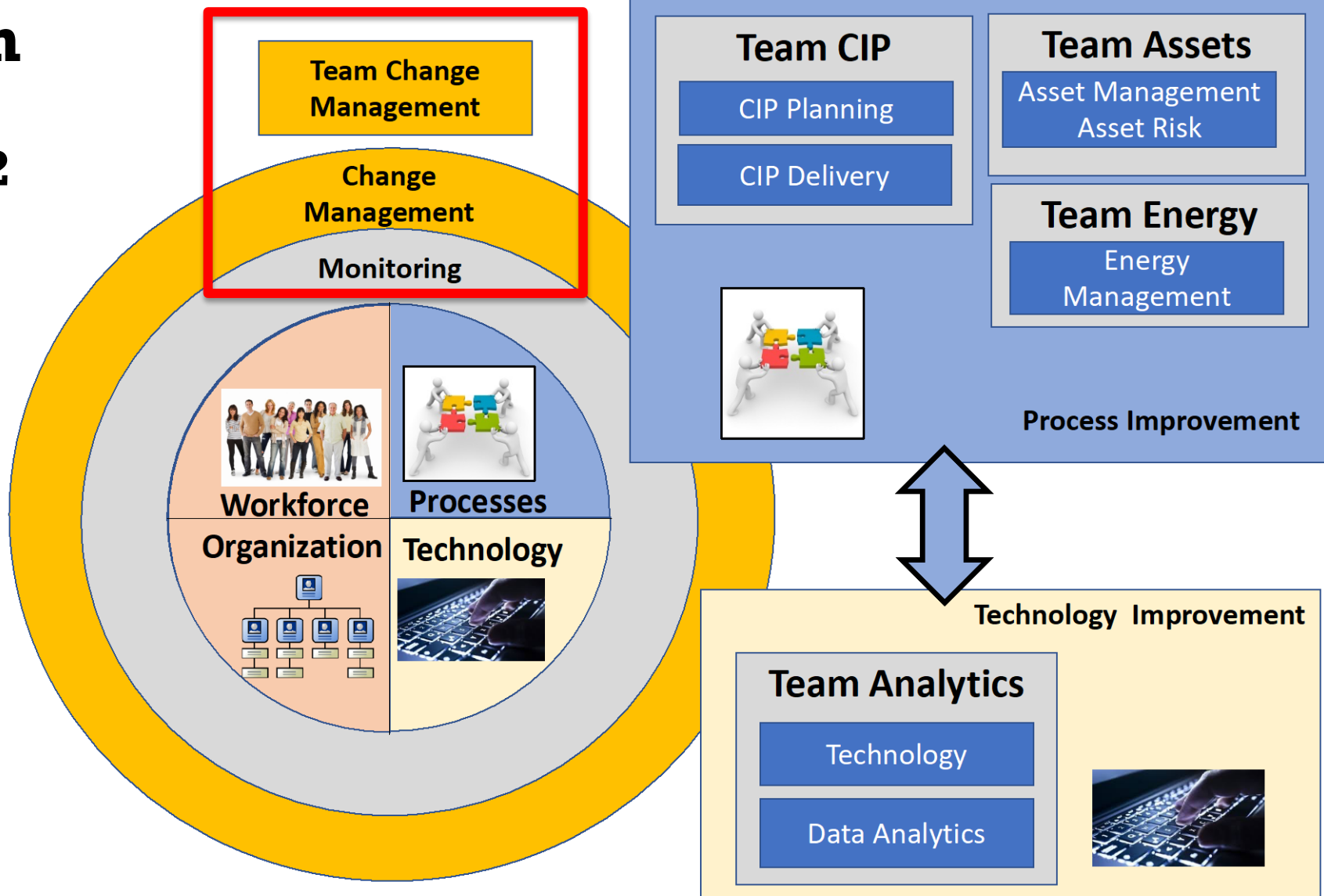
Ramona Harry-Robinson
Baltimore City Department of Public Works
Operations Officer

Agenda

- Overview of Change Management
- Change Management Capabilities Assessment
- Change Management Story
- Q&A, Discussion

WISE Work Plan

September 2021
through August 2022

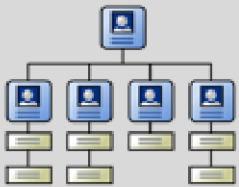


Leadership: Define overall **business mission and goals** for the organization

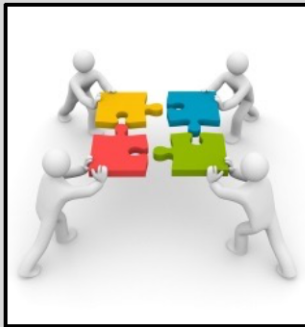
**Mission
Goals**

Change Management

People



Processes



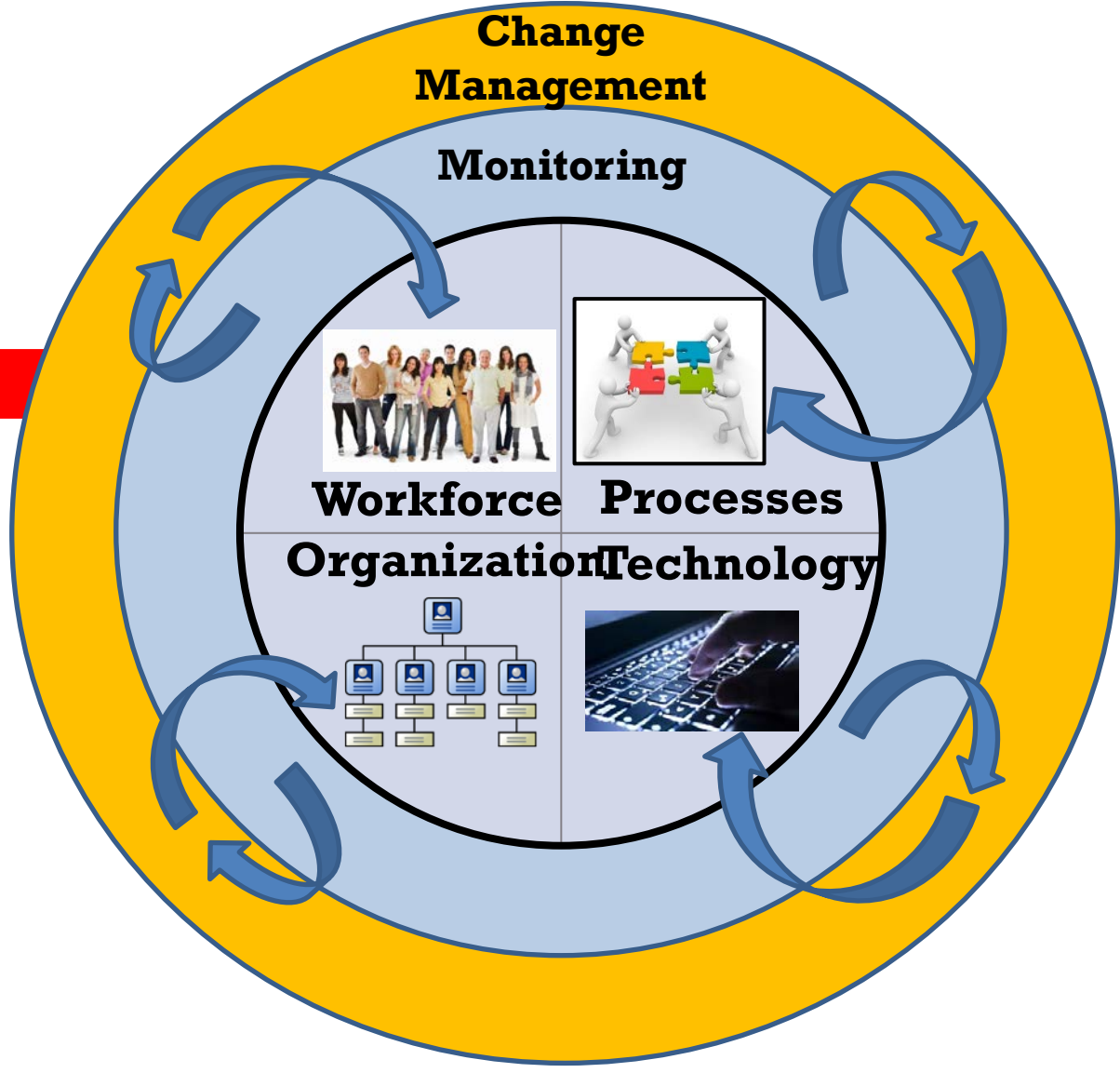
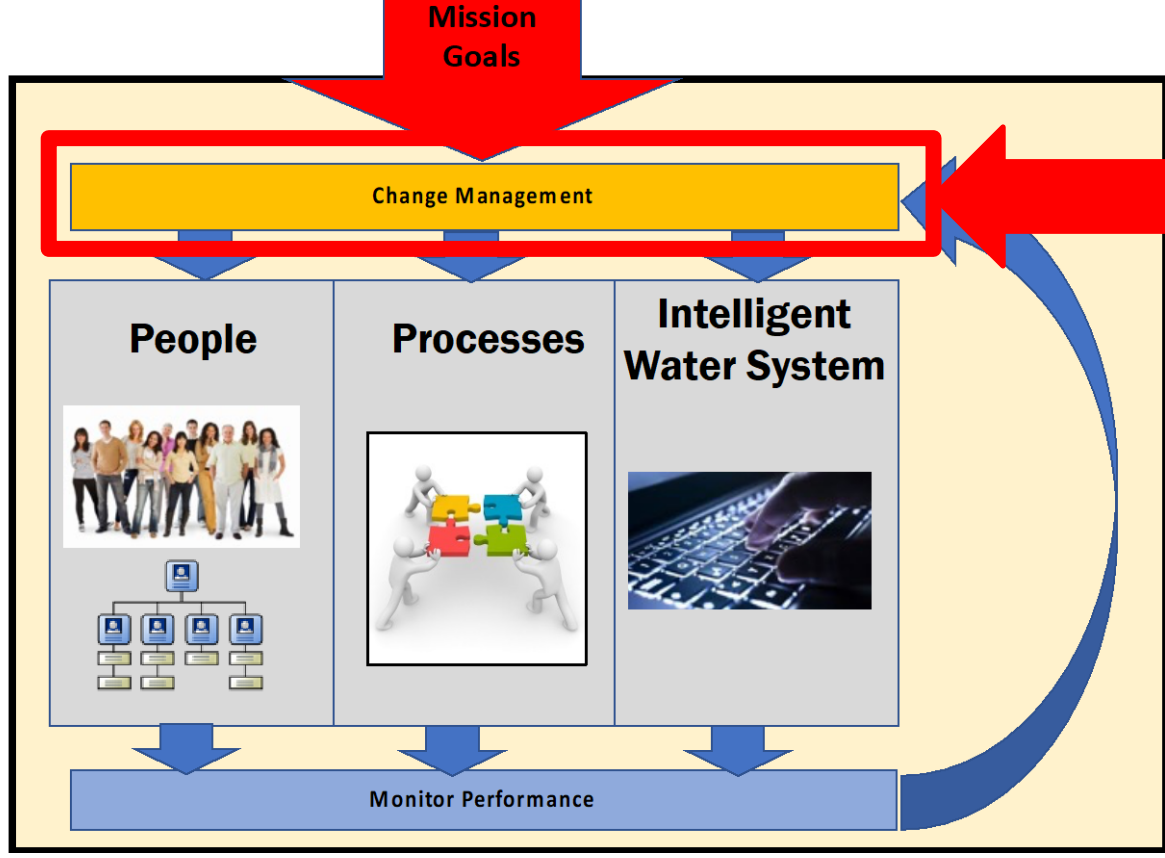
**Intelligent
Water System**



Monitor Performance

**Focus on Change
Management**

Leadership: Define overall business mission and goals for the organization



where the water community comes to connect

2021 In Person + Online

Challenges (Utility Feedback)



Challenges with Change Management	Category
The Why	CM Method/Process
Lack of follow-through.	CM Method/Process
Clear communication	CM Method/Process
Urgency of getting things done - so not willing to take time for CM	CM Method/Process
Lack of leadership engagement	CM Method/Process
No space for new solutions	CM Method/Process
Knowledge	CM Method/Process
Stakeholders are resistant to documenting processes	CM Method/Process
Communication	CM Method/Process
The 7 R's are not used	CM Method/Process
Lack of process map reduces accountability	CM Method/Process
Reason, Risks, Resources, Raised, Return, Responsible, Relationship	CM Method/Process
Lack of communication	CM Method/Process

Identify available "Off the Shelf" CM methods
Share experience, case studies
Review/assess "OTS" options

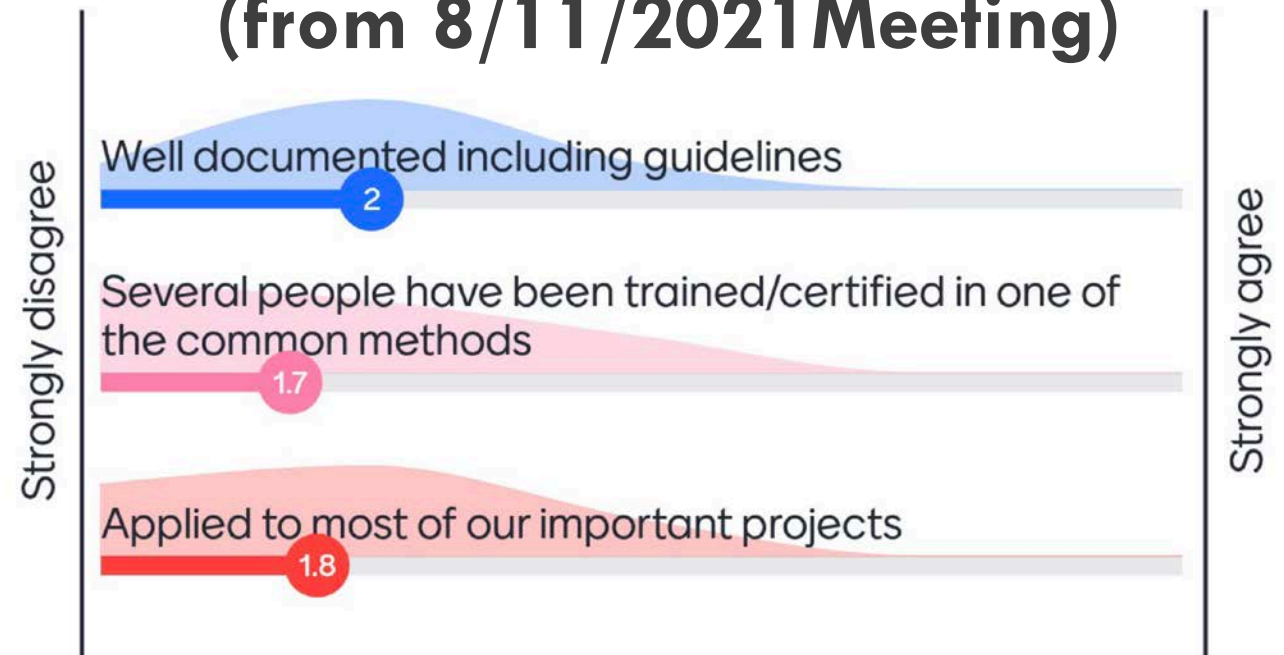


Challenges with Change Management	Category
Trust	People/Org
an overemphasis on spreadsheets/technology/check-the-box aspects of CM, and too little emphasis on org. culture and people	People/Org
resistance to new way of doing things	People/Org
Teamwork. Trust.	People/Org
Trust	People/Org
Lack of cooperation	People/Org
People hanging on to their perceived "turf"	People/Org
Legacy attitudes	People/Org
Professionalism	People/Org
Resistance from both some leadership and staff depending on the situation. Misunderstanding of what Change Management is. Perception of creating more bureaucracy.	People/Org
No line of sight between leadership and the feet on the ground	People/Org
Not a priority	People/Org
Overworked	People/Org
Not enough leadership support for "non-technical" expertise such as CM expertise	People/Org
Trust that is not the "new thing"	People/Org

Identify available “Off the Shelf” CM met
Share experience, case studies
Review/assess “OTS” options

Challenges with Change Management	Category
The Why	CM Method/Process
Lack of follow-through.	CM Method/Process
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The 7 R's are not used	CM Method/Process
Lack of process map reduces accountability	CM Method/Process
Reason, Risks, Resources, Raised, Return, Responsible, Relationship	CM Method/Process
Lack of communication	CM Method/Process

Feedback on CM in your utility (from 8/11/2021 Meeting)



**Primarily
Group Effort
(Collaboration)**

**Primarily
Individual
Utilities
(Coordination)**

12/31
2021

3 months

3/31
2022

3 months

6/31
2022

3 months

8/31
2022

3+ months

Identify available “Off the Shelf” CM methods
Share experience, case studies
Review/assess “OTS” options

Identify viable/promising options
Consider integration with WF & OC results
Prepare plans for testing/evaluation

Prepare first draft CM Guidelines
Conduct pilot testing/evaluation

Share, report on pilot test results
Finalize CM Guidelines v1.0

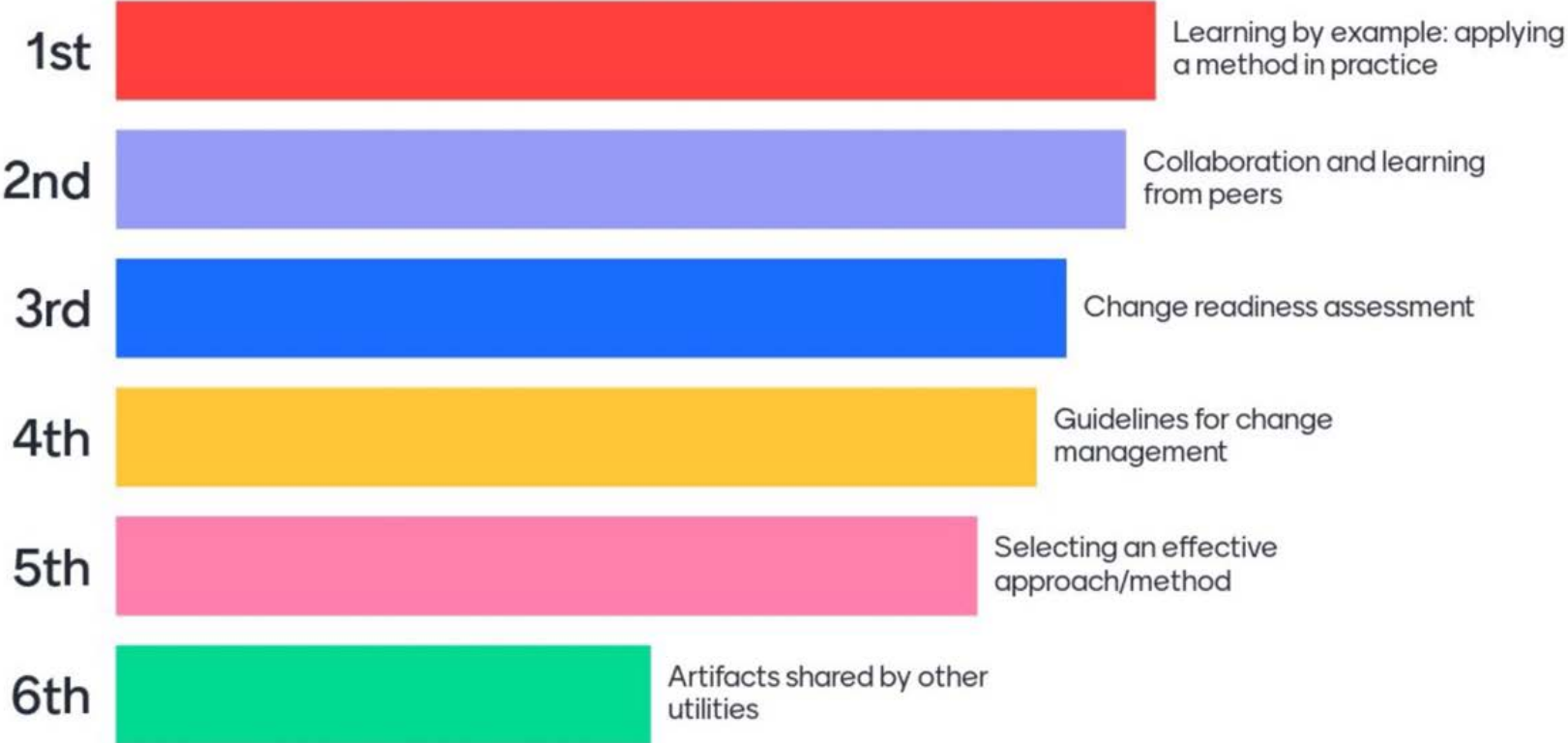
Identify available “Off the Shelf” CM methods

Share experience, case studies

Review/assess “OTS” options

Methodology	Source
GE Change Acceleration Process (CAP)	General Electric
Six Sigma	Motorola
Accenture Organization Change	Accenture
ADKAR	Prosci

Which deliverables from this effort would be the most beneficial?





STANDARD FOR CHANGE MANAGEMENT®



A publication of:
The Association of Change Management Professionals®
(ACMP®)
Winter Springs, Florida, USA

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4 CONCEPTS

For the purposes of this document, the following concepts apply.

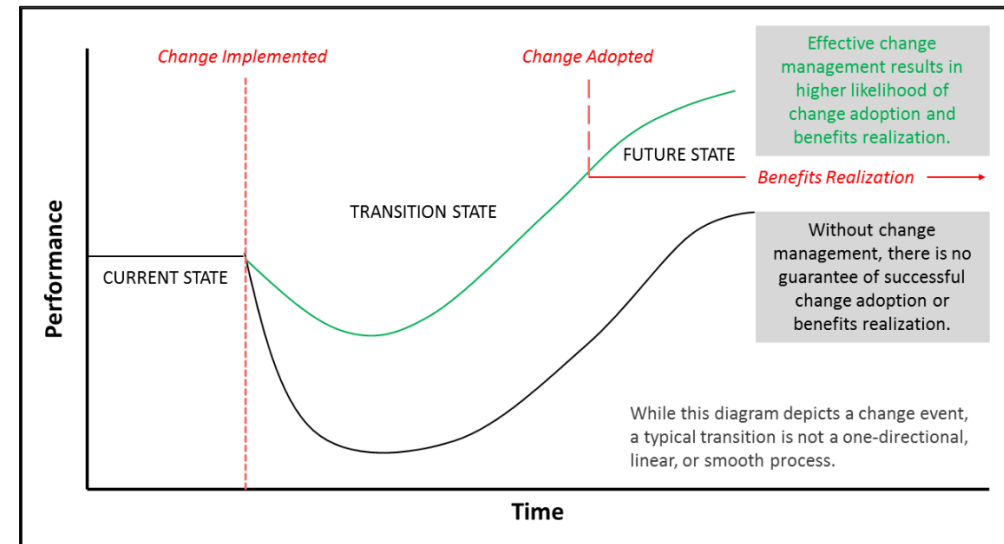
4.1 Change is a Process

Change is not a single event, but a transitional process with multiple and varied events supporting the objective of moving an organization and its stakeholders from a current state to a future state.

While responding to a change, there is classically a dip in performance due to an individual's normal reaction to change. The disruption can occur at various times throughout the transitional process before the future state is achieved. In some cases, especially without change management, adoption of the change can fail and old behaviors resume. Stakeholders must begin to behave differently for the change to be adopted.

Figure 1 – The Effect of Change Management on the Transitional Process

The following graph is an example and has been adapted from numerous change management thought leadership sources.



California Framework



State of California

Organizational Change Management Framework



Overview

California Department of Technology
Organizational Change Management Framework

Project Management Lifecycle (PMLC)



Lean



Case Study: Performance Management and Lean Process Improvement – Results Washington

An Operational Excellence in Government Success Story

Jane Wiseman
Ash Center for Democratic Governance and Innovation
Harvard Kennedy School

July 2017

Continuous Improvement Project Overview



	Define	Measure	Analyze	Improve	Execute	Sustain
Objectives	<ul style="list-style-type: none"> What is the need/problem/opportunity? What results do we want and by when? Who needs to be involved? What are communication needs? 	<ul style="list-style-type: none"> What is our current state (present condition)? Where is the gap between current performance and the project goal? 	<ul style="list-style-type: none"> Where should we target improvements (80:20 Rule)? What are root causes of problems? 	<ul style="list-style-type: none"> What solutions should we implement? How will we test improvements? What measures should we use to assess performance? 	<ul style="list-style-type: none"> What is our implementation plan? How will we deploy our plan? What are performance measures telling us? What adjustments are needed? 	<ul style="list-style-type: none"> How will we sustain results? What did we learn? Where will we leverage learning and improvements?
Deliverables	<ul style="list-style-type: none"> Project Charter Roles & Responsibilities Customer/Stakeholder requirements Sponsor Check-in 	<ul style="list-style-type: none"> Customer and Process Data/Information 	<ul style="list-style-type: none"> Evaluation Criteria Root Causes Sponsor Check-in 	<ul style="list-style-type: none"> Vision of Success Recommended Solutions Pilot Test Plan Report Out Presentation Sponsor Check-in 	<ul style="list-style-type: none"> Action Plan Training Plan Training Performance measures Communication Plan Sponsor Check-in 	<ul style="list-style-type: none"> Standard Work On-going Performance Measures Lessons Learned Sponsor Check-in
Participants	<ul style="list-style-type: none"> Sponsor Project Lead CI Facilitator 	<ul style="list-style-type: none"> Sponsor Project Lead CI Facilitator Subject matter experts (SMEs) Customers/Stakeholders 	<ul style="list-style-type: none"> Sponsor Project Lead CI Facilitator SMEs Customers/Stakeholders 	<ul style="list-style-type: none"> Sponsor Project Lead CI Facilitator SMEs Customers/Stakeholders 	<ul style="list-style-type: none"> Sponsor Project Manager CI Facilitator SMEs Customers/Stakeholders 	<ul style="list-style-type: none"> Sponsor Project Manager Process Owner CI Facilitator SMEs Customers/Stakeholders
Timeline						

October 2017

Gazelle Strategies



Lean/Kaizen Event Process



I. Set the Stage for Success – A. Define Project

The project sponsor(s) in collaboration with the team leader(s) and kaizen facilitator prepares a Project Plan. The Project Plan includes the following information:

1. Issues prompting the Lean project and possible impacts of the issues on customers and staff;
2. Desired goals/outcomes of the project;
3. Event logistics – location and date for Lean project/Kaizen event;
4. Scope - start and end points of the process (the start and end point may be adjusted

People and Organizations

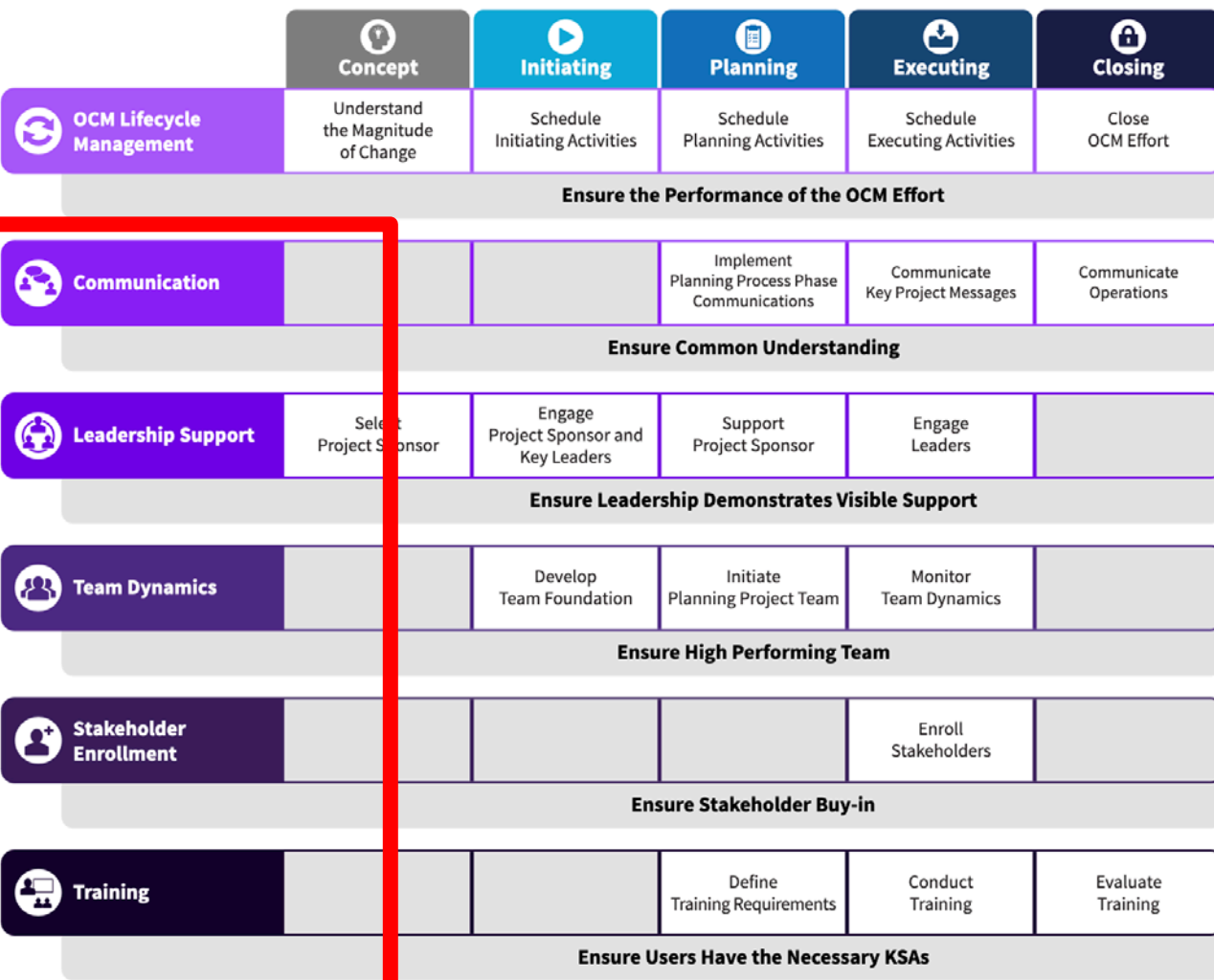
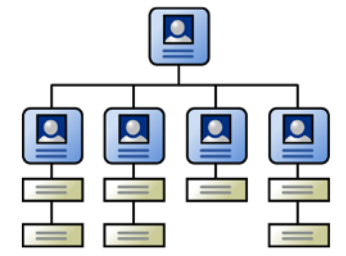


Figure 6: Washington State Department of Enterprise Services Lean Transformation Services

We guide organizations to answer these questions.

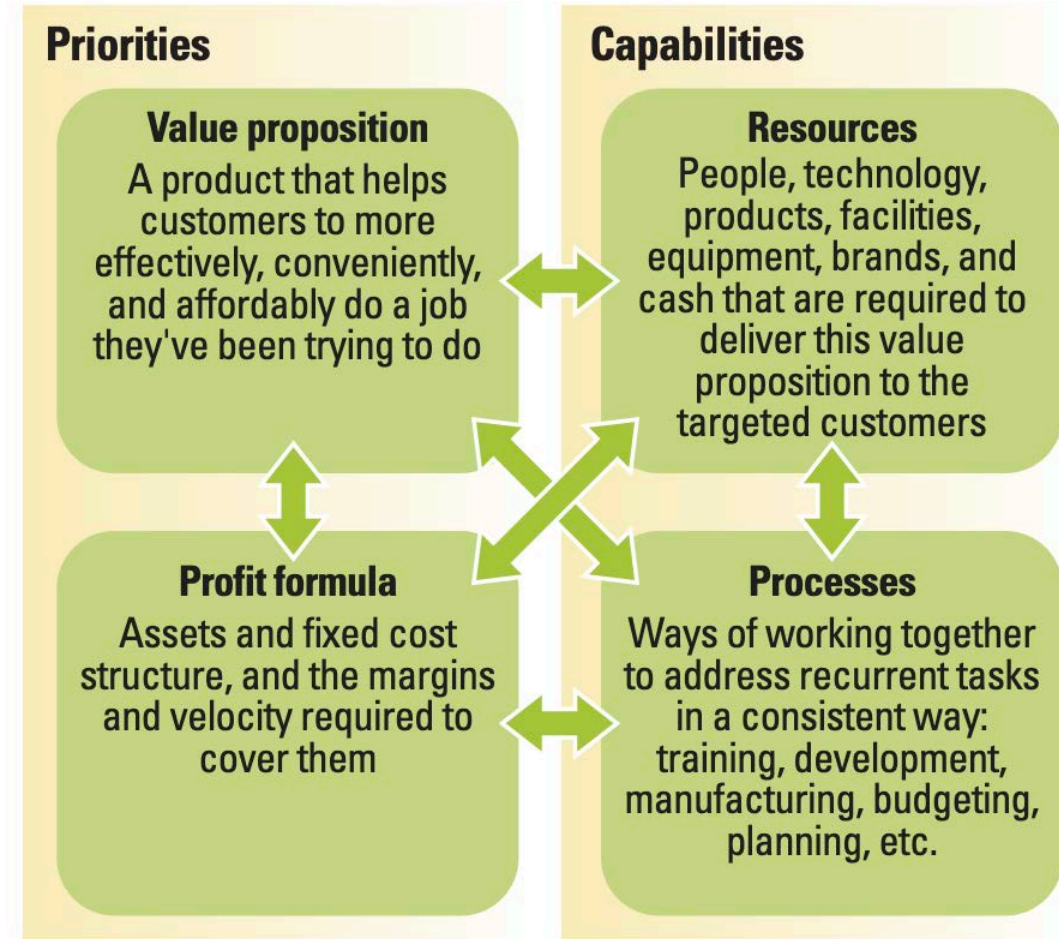


LEAN TRANSFORMATION SERVICES
 Washington State Department of Enterprise Services

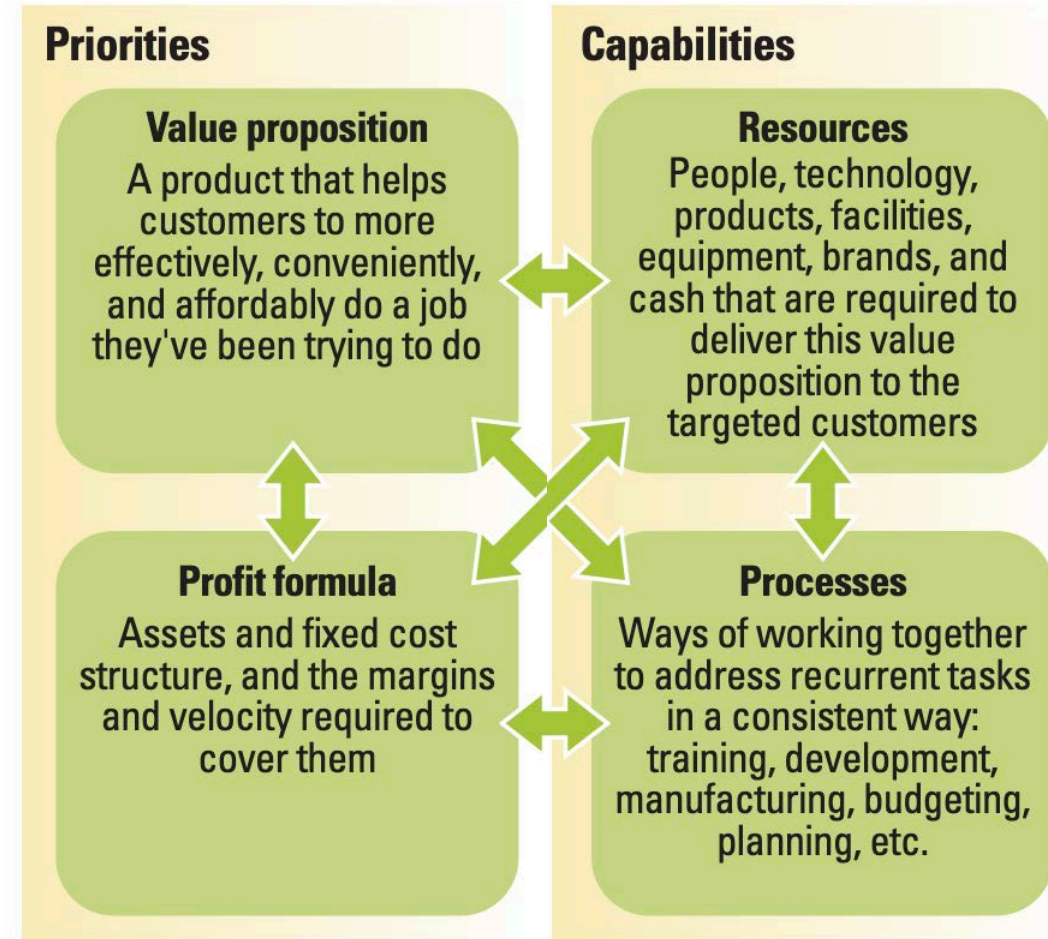
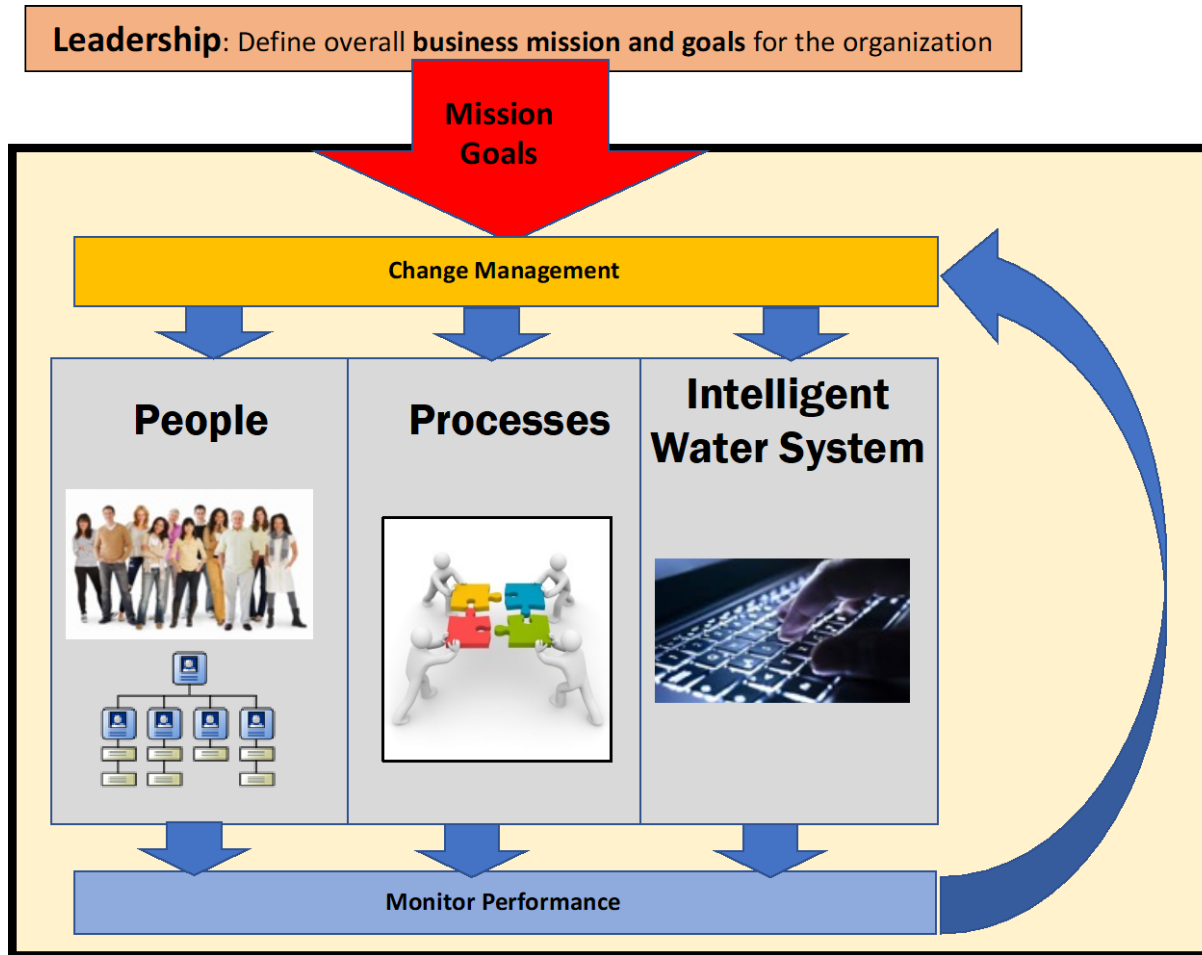
www.des.wa.gov | Lean@des.wa.gov | (360) 407-7925
 1500 Jefferson Street SE, Olympia, WA 98501

The Hard Truth About Business Model Innovation

Many attempts at business model innovation fail. To change that, executives need to understand how business models develop through predictable stages over time — and then apply that understanding to key decisions about new business models.



The only types of innovation you can perform naturally within an existing business model are those that build on and improve the existing model and accelerate its progress.



The only types of innovation you can perform naturally within an existing business model are those that build on and improve the existing model and accelerate its progress.

Priorities

Value proposition

A product that helps customers to more effectively, conveniently, and affordably do a job they've been trying to do

Profit formula

Assets and fixed cost structure, and the margins and velocity required to cover them

Leadership: Define overall business mission and goals for the organization

Mission Goals

Change Management

People



Processes



Intelligent Water System



Monitor Performance

Capabilities

Resources

People, technology, products, facilities, equipment, brands, and cash that are required to deliver this value proposition to the targeted customers

Processes

Ways of working together to address recurrent tasks in a consistent way: training, development, manufacturing, budgeting, planning, etc.

WISE reflects priorities that are specific to water sector utilities

WISE takes a system thinking view of interactions between people, organizations, process, and technology

Methodology	Source
GE Change Acceleration Process (CAP)	General Electric
Six Sigma	Motorola
Accenture Organization Change	Accenture
ADKAR	Prosci

Change Culture: A Continuing Journey

- Using Change as a Strategic and Competitive Advantage
- Optimizing Change Effectiveness
- Building a Culture that Drives Change



Effective Change Equation



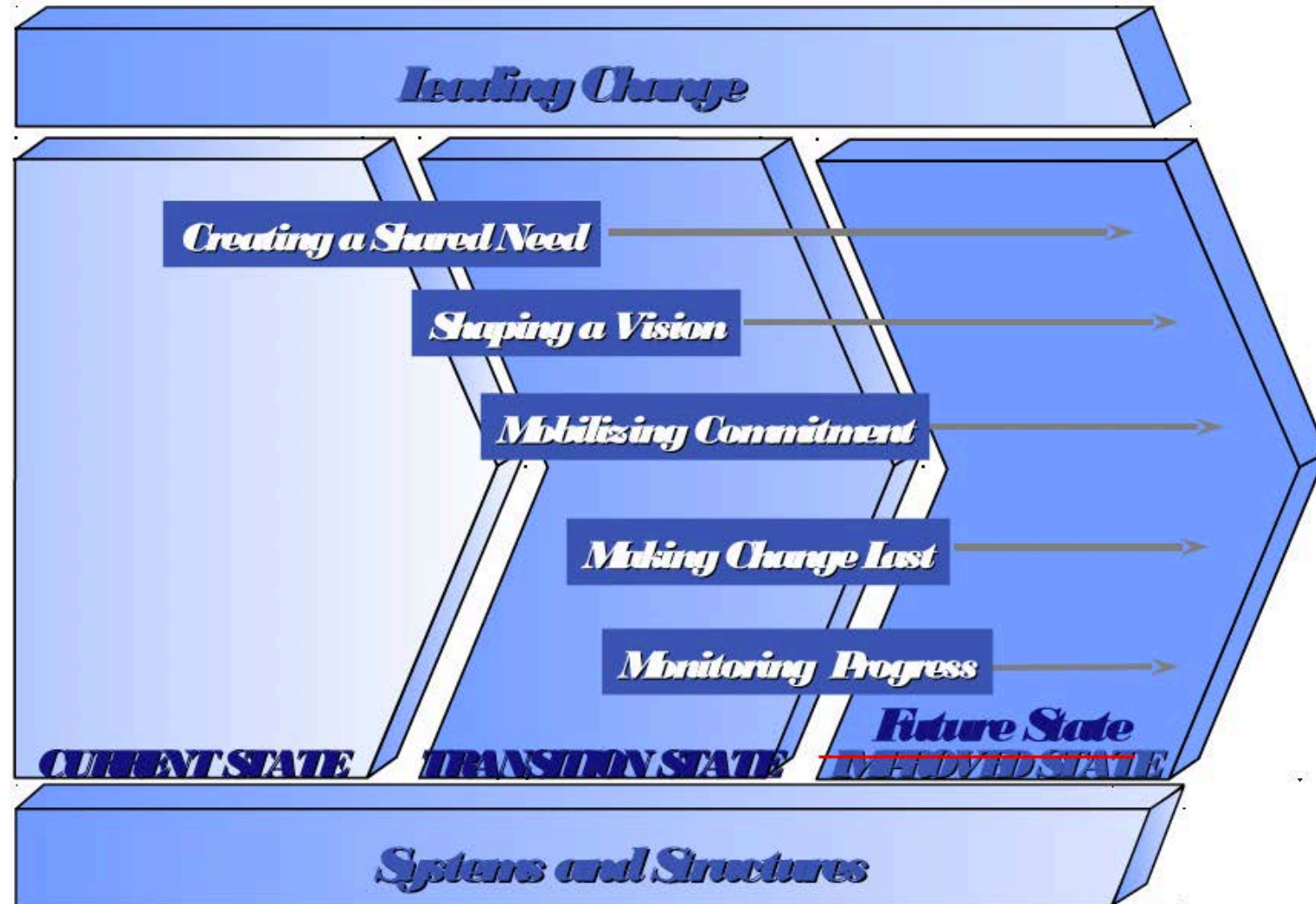
$$Q \times A = E$$

Q = Qualitative/Technical Solution

A = Acceptance/Engagement

E = Overall Effectiveness

The GE CAP Model



CAP: A Model for Change

- Leading Change** Having a sponsor/champion and team members who demonstrate visible, active, public commitment and support of the change.
- Creating A Shared Need** The reason to change, whether driven by threat or opportunity, is instilled within the organization and widely shared through data, demonstration or demand. The need for change must exceed its resistance.
- Shaping A Vision** The desired outcome of change is clear, legitimate, widely understood and shared; the vision is shaped in behavioral terms.
- Mobilizing Commitment** There is a strong commitment from constituents to invest in the change, make it work, and demand and receive management attention; Constituents agree to change their own actions and behaviors to support the change.
- Making Change Last** Once change is started, it endures, and learnings are transferred throughout the organization. Change is integrated with other key initiatives; early wins are encouraged to build momentum for the change.
- Monitoring Progress** Progress is real; benchmarks set and realized; indicators established to guarantee accountability.
- Changing** Making sure that the management practices (Staffing, Development,

What is the Outcome?

- **Clear roles, responsibilities and expectations for all parties (Sponsor, Team Leader, Team Members, CAP Coach, Others)**
- **A well-defined scope of work for the project that all parties understand and are committed to achieving**
- **An effective project execution structure and process**

Principles of Change Management

The 7 R's:

The **REASON** behind the change?

RISKS involved in the requested change?

RESOURCES required to deliver the change?

Who **RAISED** the change request?

RETURN required from the change?

Who is **RESPONSIBLE** for creating, testing, and implementing the change?

RELATIONSHIP between proposed change and other changes

From Deloitte:

Start with the end in mind.

Understand the institution's culture

Communicate, communicate, communicate

Walk a mile in the shoes of those whose roles will change.

Create win-wins and align incentives

Embrace relentless incrementalism to help achieve radical change

You won't get what you don't measure

ADKAR Change Management

ADKAR Change Management



Awareness

1. What is and isn't working in my organization
2. What are my options
3. Communicate that there is a problem
4. Focus attention on the most important reasons to change

Desire

1. Communicate benefits for adoption of scrum
2. Identify risks involved
3. Build momentum
4. Address fears

Knowledge

1. Learn new technical skills
2. Learn to think as a team
3. Learn how to time box
4. Share information
5. Set reasonable targets

Ability

1. Employ a suitable governance framework
2. Training the basics
3. Start small
4. Don't do it by stealth
5. Adjust processes that touch the scrum teams

Reinforcement

1. Engage a scrum coach
2. Identify champions
3. Share scrum experiences
4. Learn from early mistakes

Enablement Zone

Engagement Zone



Phase 1 – Preparing for Change

Define your change management strategy

Prepare your change management team

Develop your sponsorship model

Phase 2 – Managing Change

Develop change management plans

Take action and implement plans

Phase 3 – Reinforcing Change

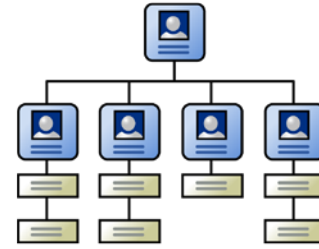
Collect and analyze feedback

Diagnose gaps and manage resistance

Implement corrective actions and celebrate successes

Prosci® 3-Phase Change Management Process

Preparing for Change
Managing Change
Reinforcing Change™



Phase 1 – Preparing for Change

Define your change management strategy

Prepare your change management team

Develop your sponsorship model

Phase 2 – Managing Change

Develop change management plans

Take action and implement plans

Phase 3 – Reinforcing Change

Collect and analyze feedback

Diagnose gaps and manage resistance

Implement corrective actions and celebrate successes

Prosci® 3-Phase Change Management Process

*Preparing for Change
Managing Change
Reinforcing Change™*

The Big Picture

Change Management Plans & Deliverables

Communications Plan

Sponsor Roadmap

Coaching Plan

Resistance Management Plan

Training Plan

Individual Outcomes

Awareness

Desire

Knowledge

Ability

Reinforcement®

Take-Aways

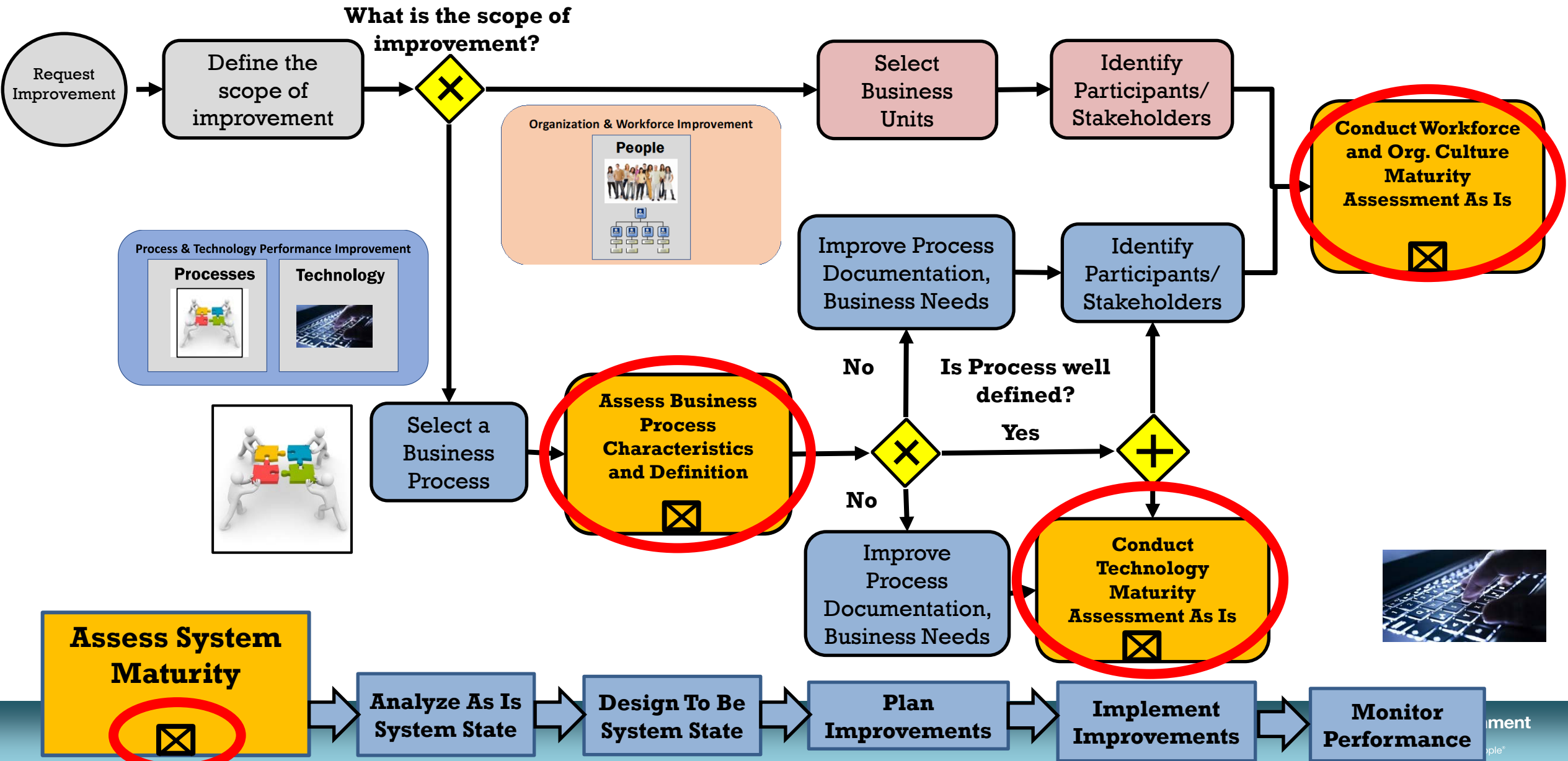
- Change Management is a process
- Key success factors are related to people and organizations
- Approaches/solutions need to be compatible with the dominant paradigms and constraints in the water sector utilities
- Change Management is an integrative process
- WISE includes components (People, Process, Technology) that can be integrated into CM

WISE

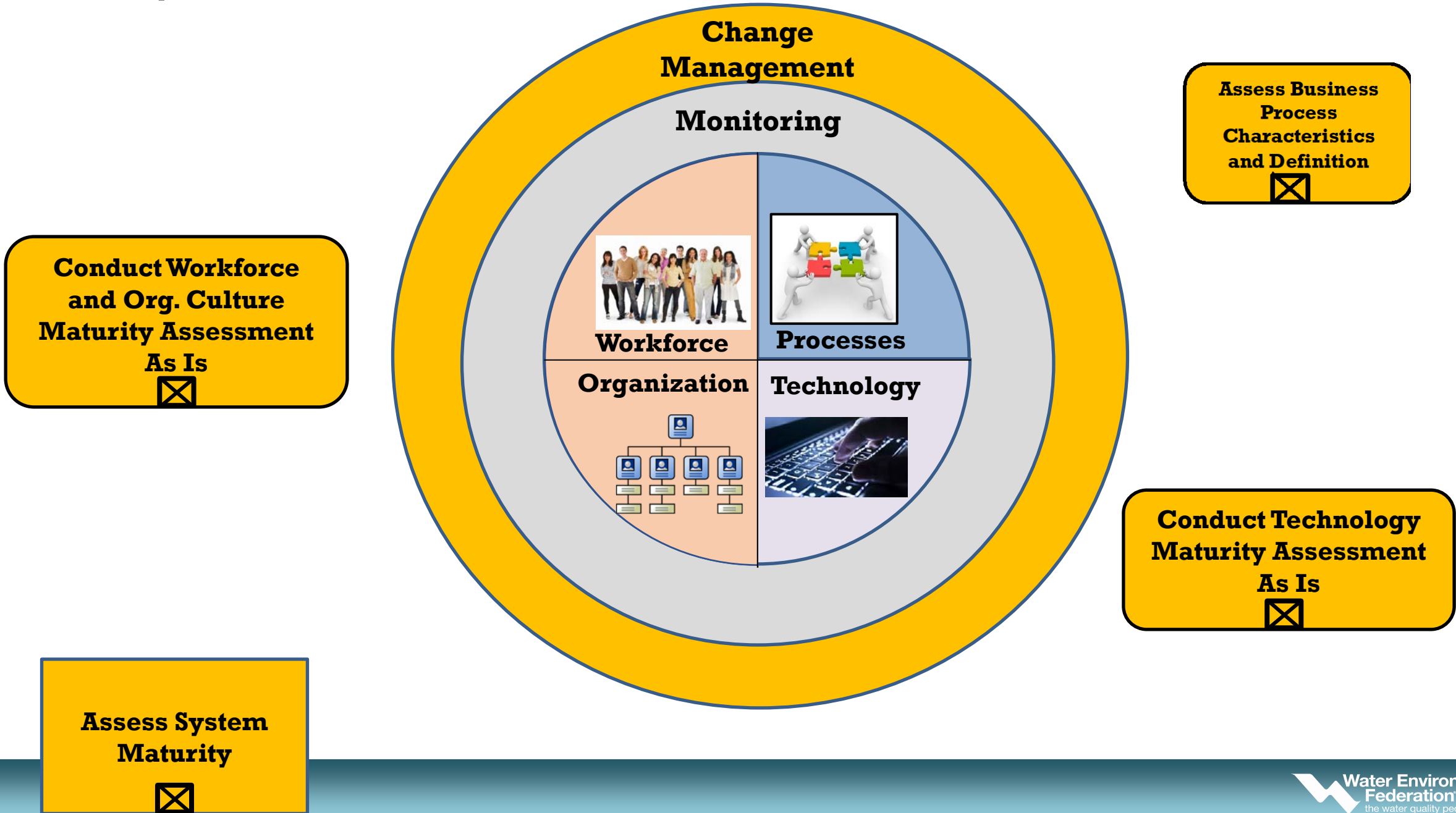


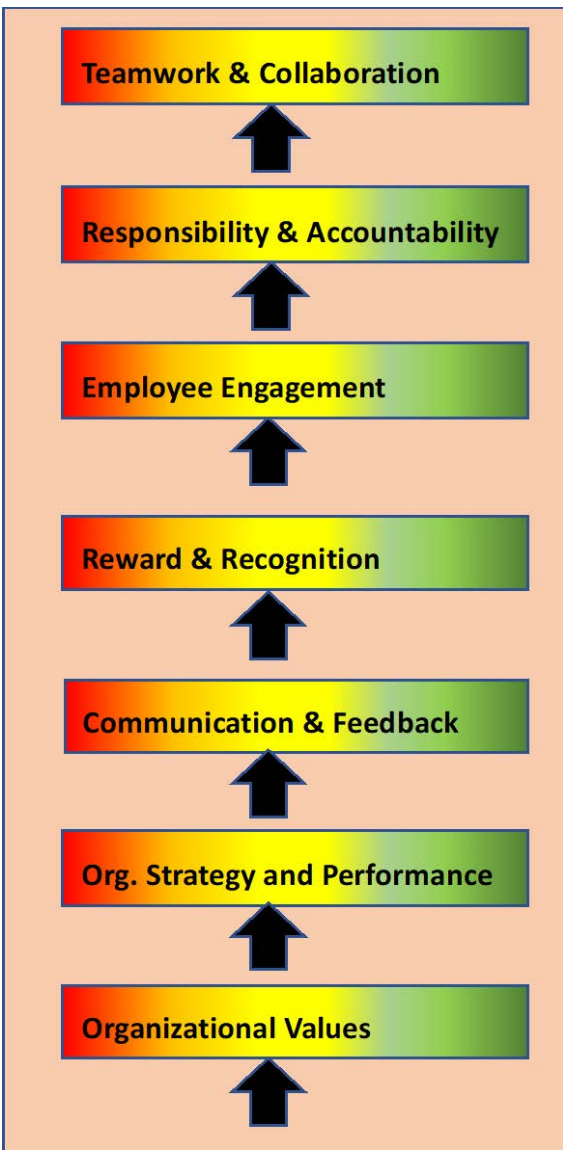
Alice Brawley-Chesworth
Policy Analyst
City of Portland BES

Change Management *Integrative Component of Improvement*



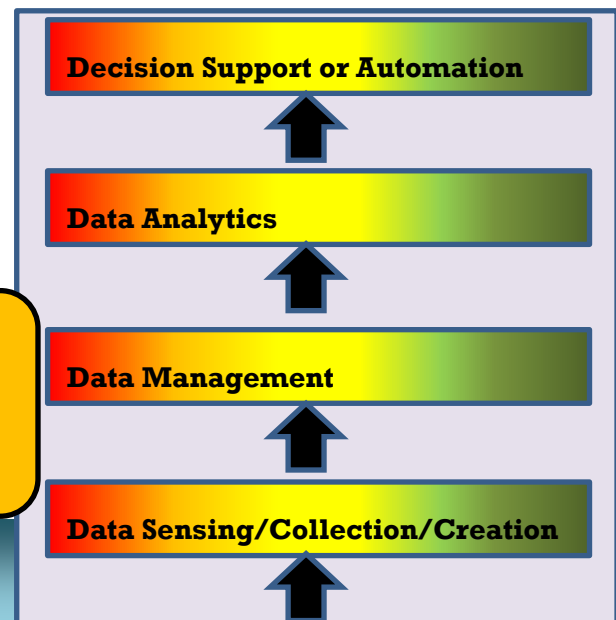
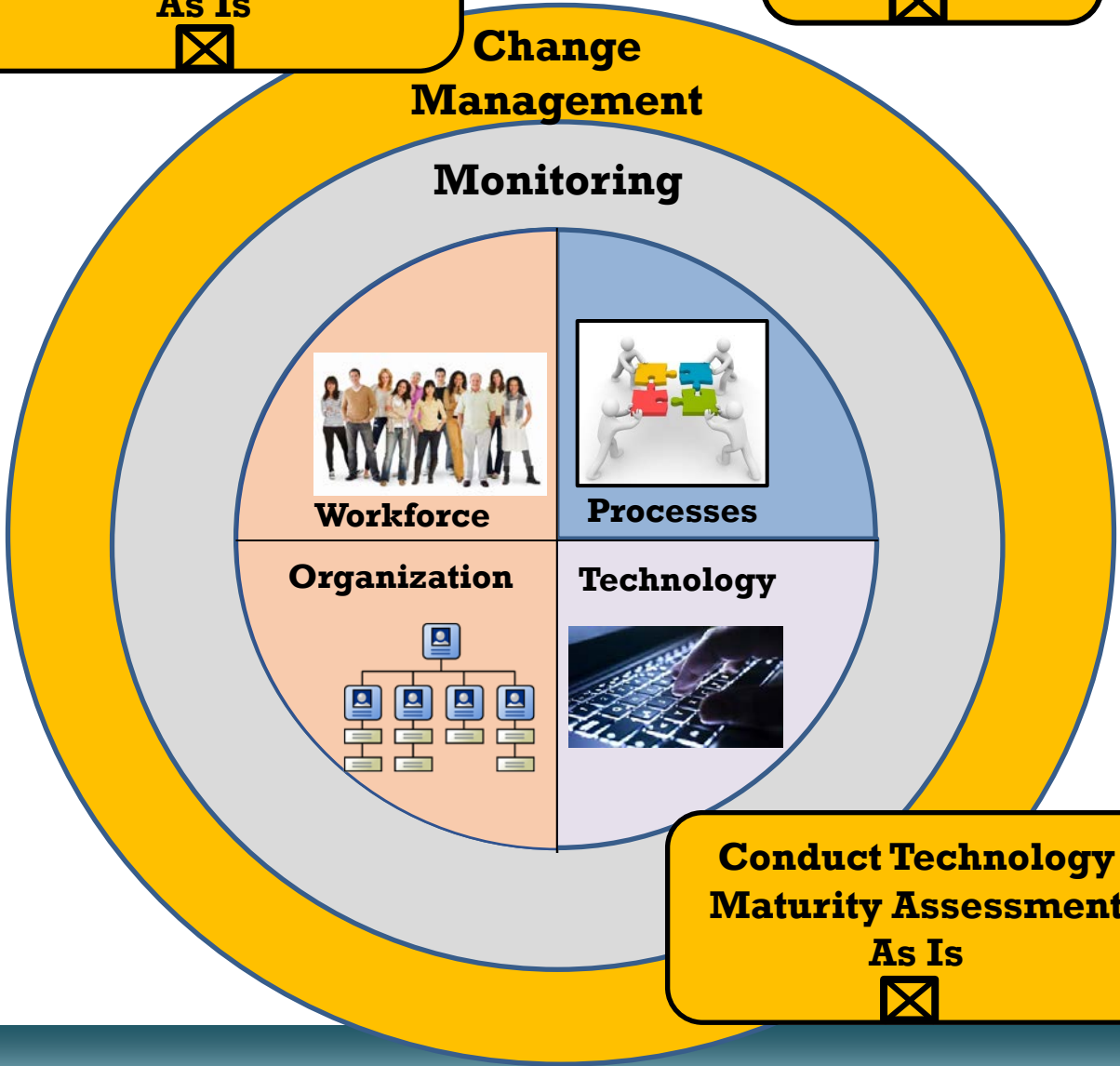
360° portfolio of assessment tools





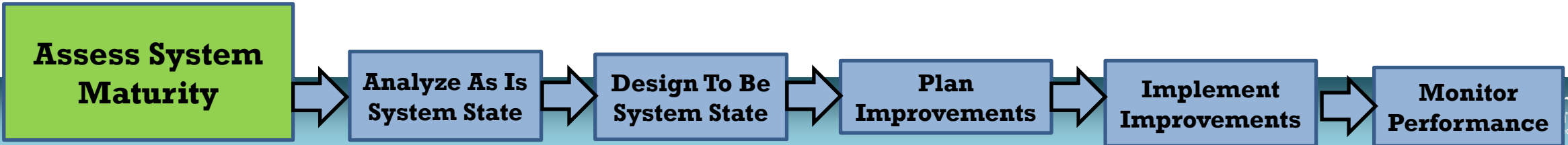
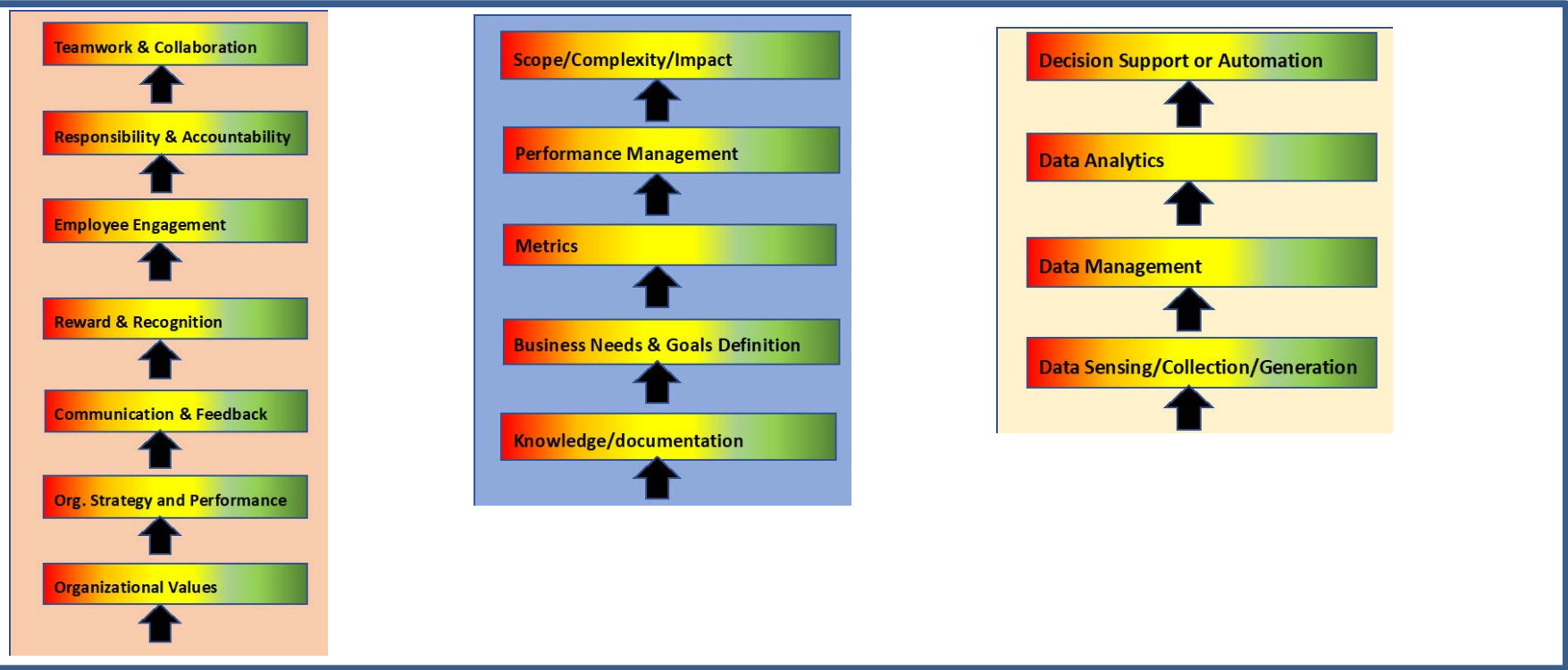
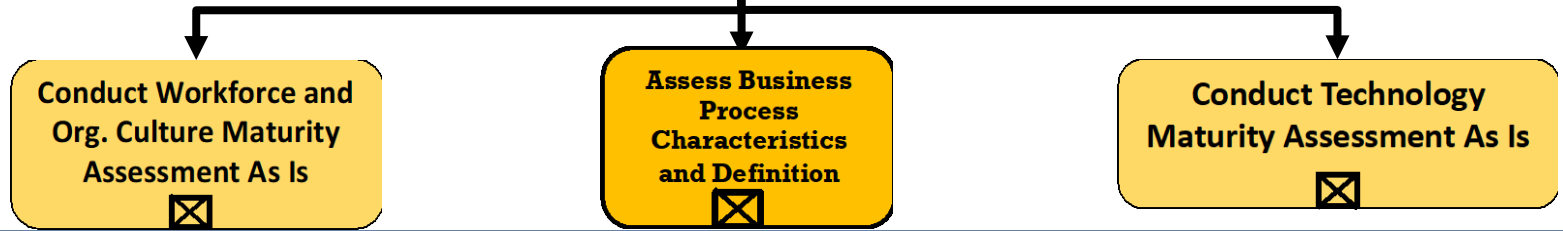
Conduct Workforce and Org. Culture Maturity Assessment
As Is

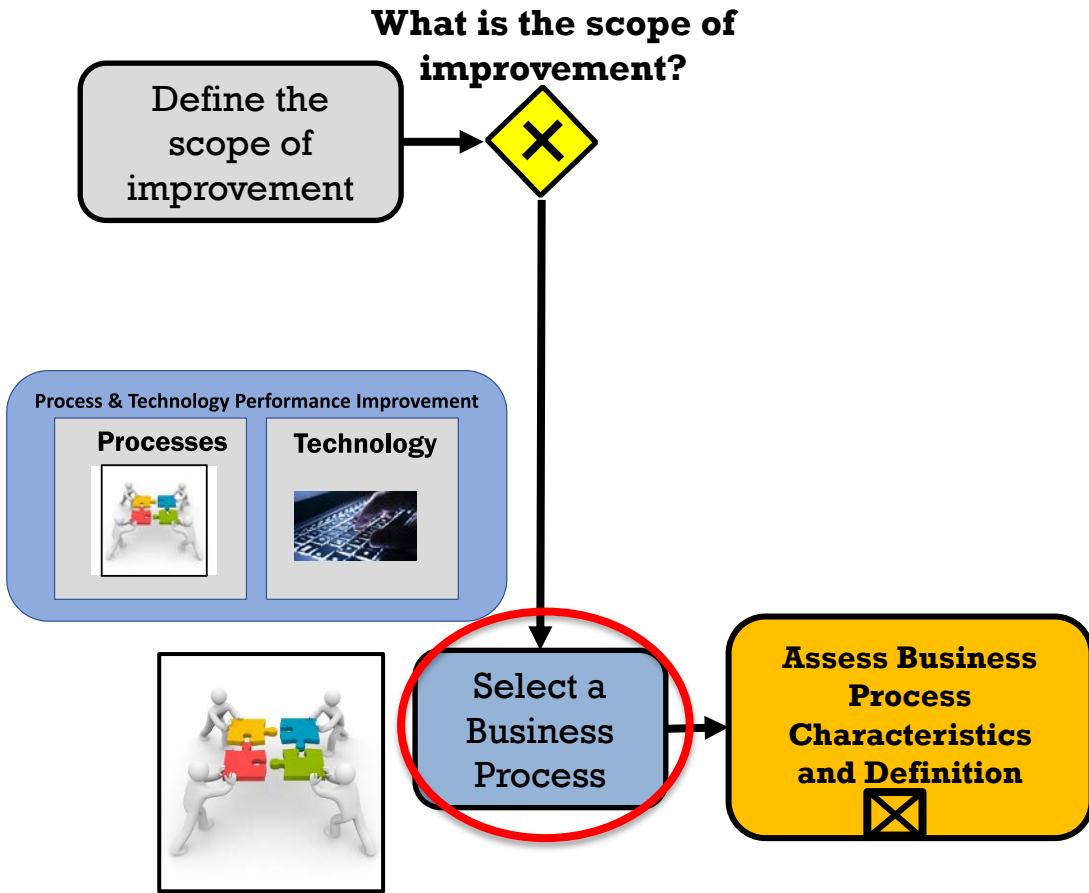
Assess Business Process Characteristics and Definition



Conduct Technology Maturity Assessment
As Is

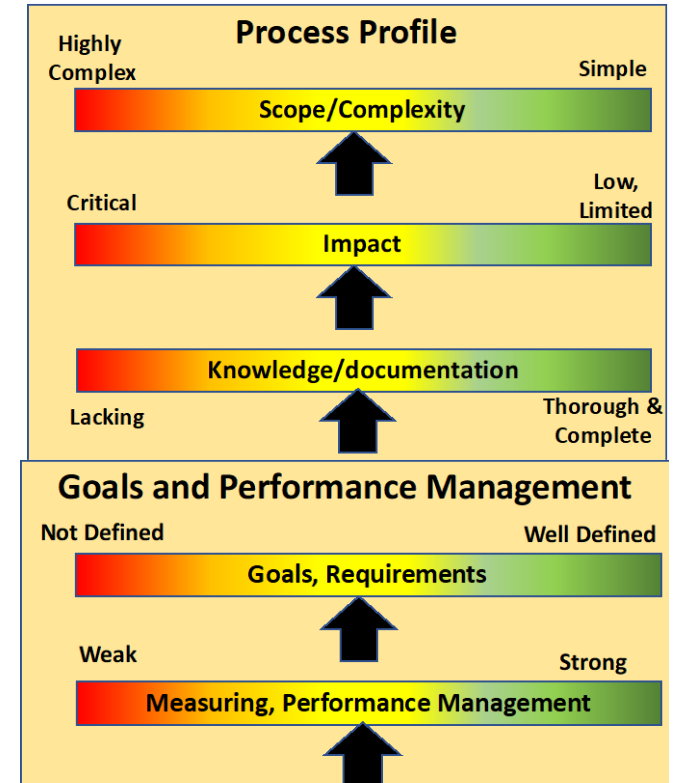
Assess System Maturity





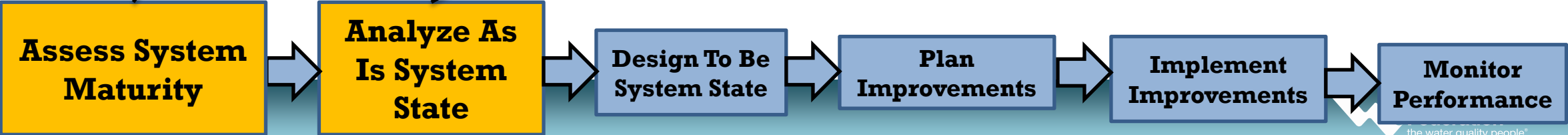
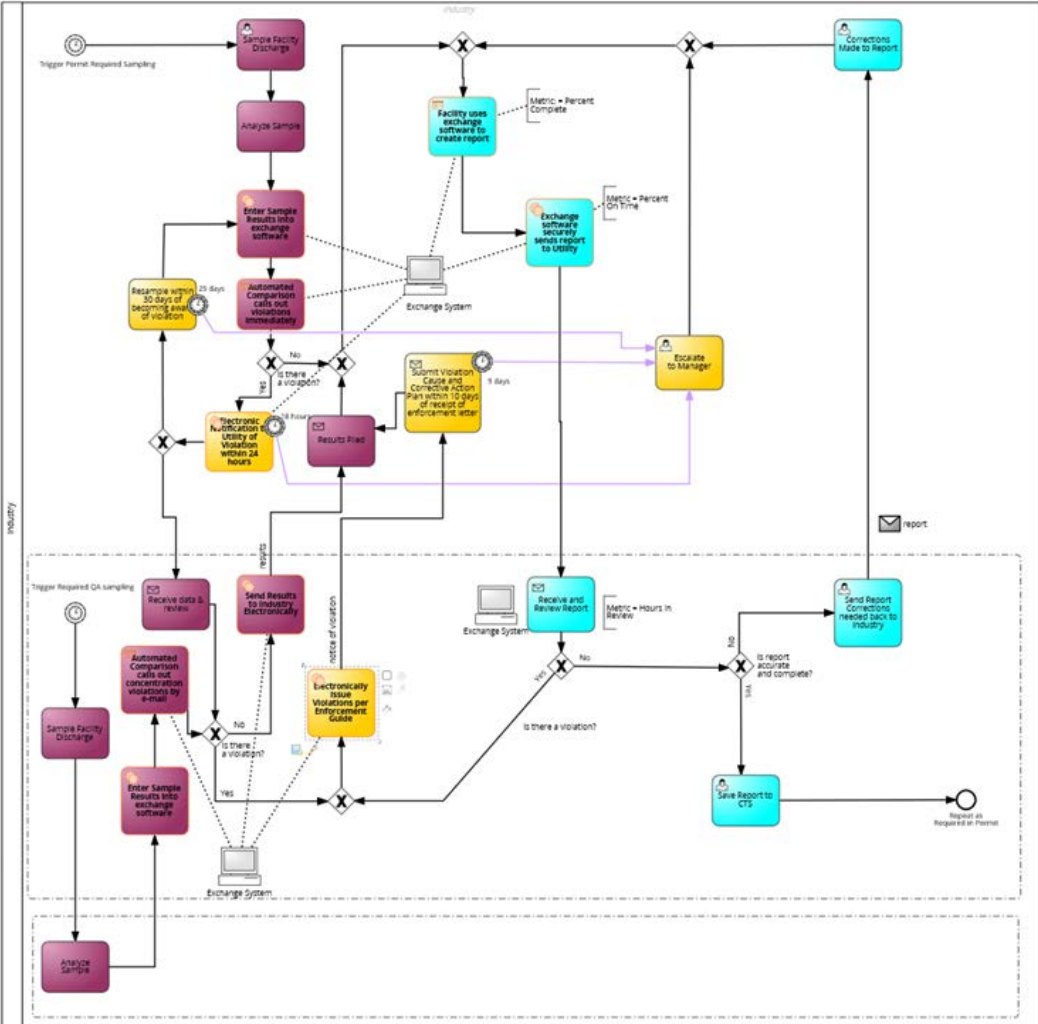
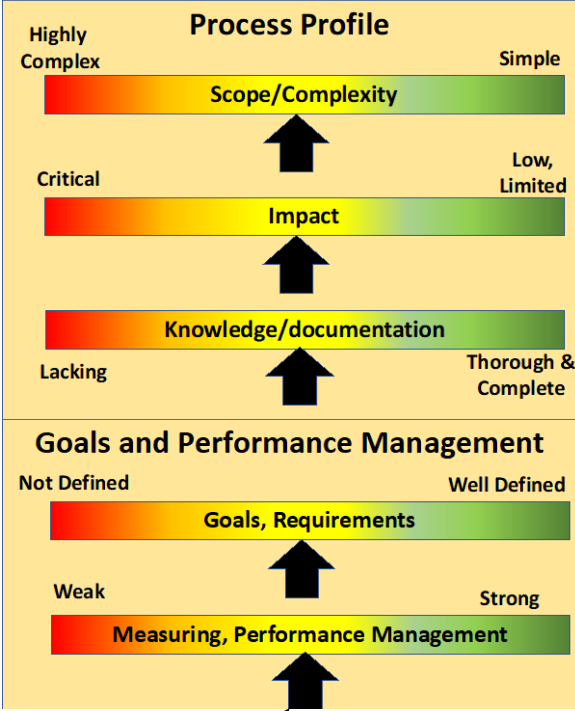
Assess System Maturity

Conduct Business Process Assessment As Is



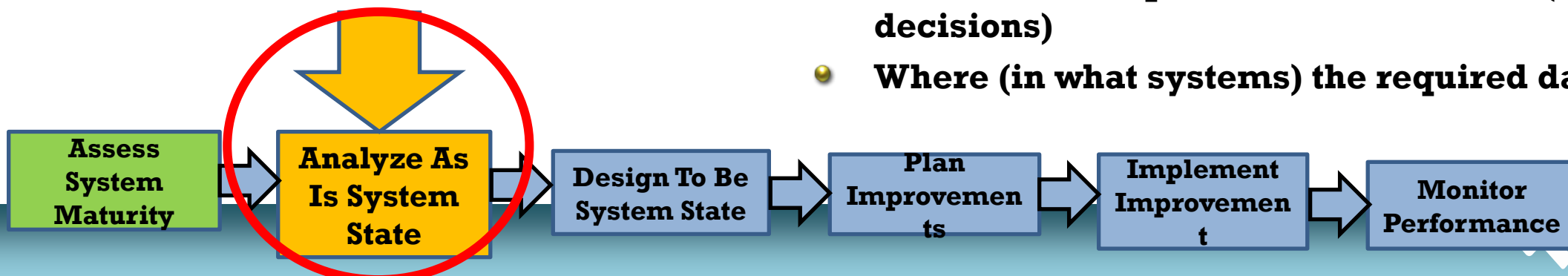
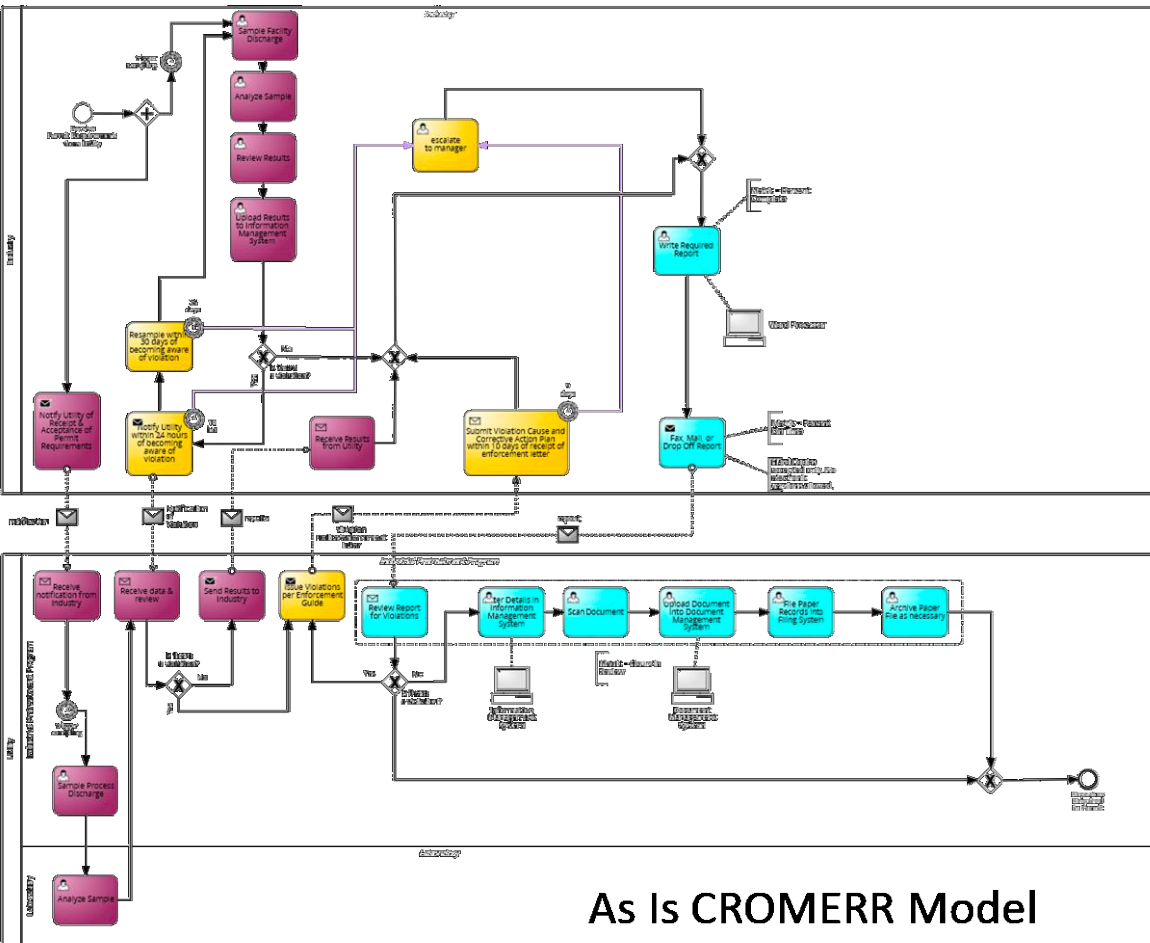
Detailed analysis requires a system model.

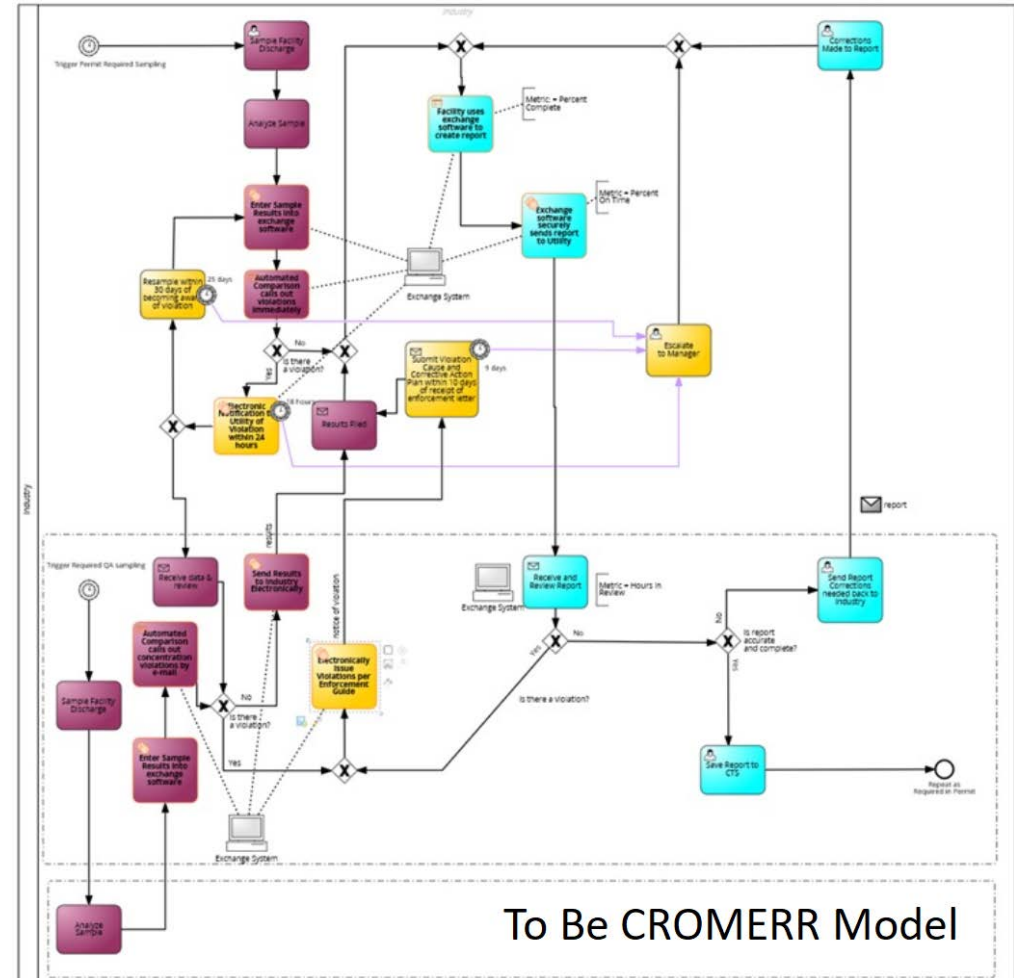
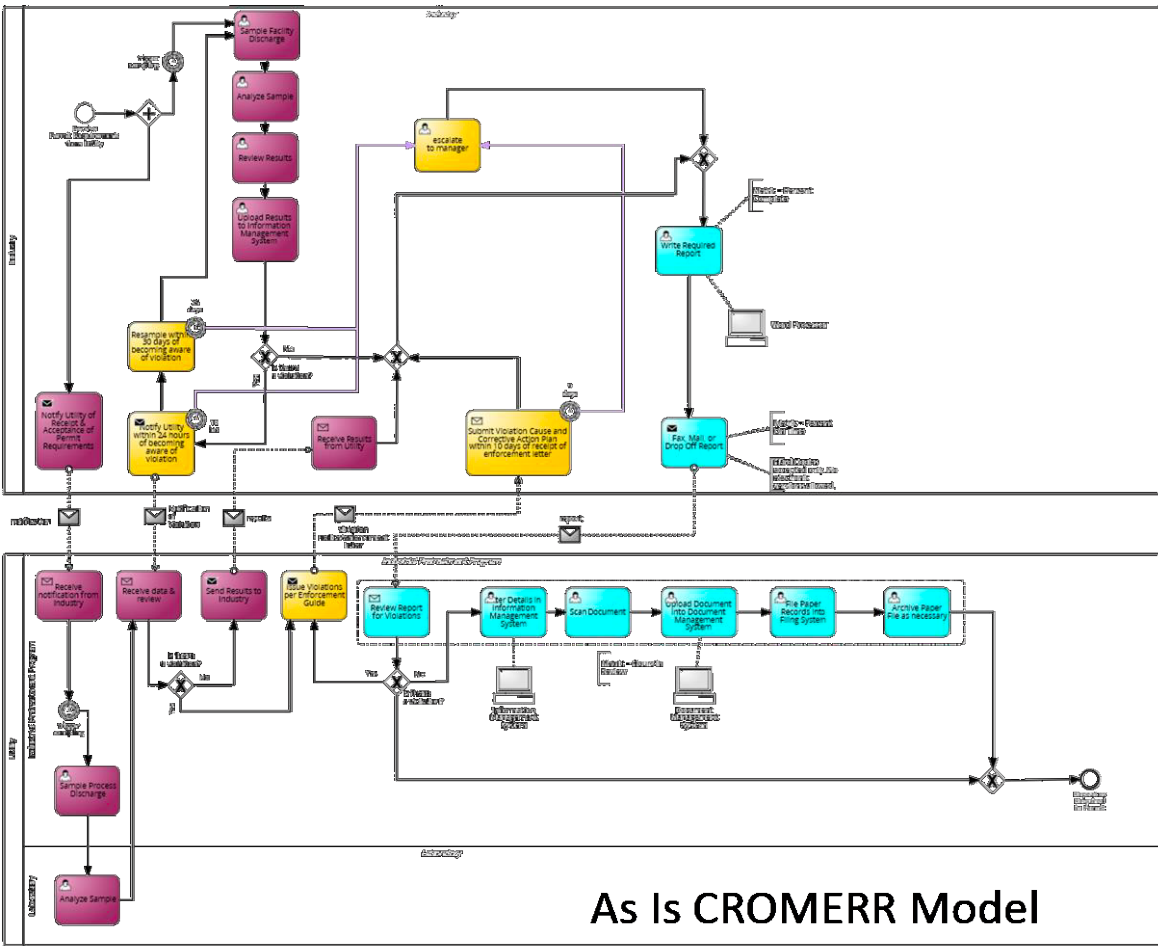
Business process assessment identifies areas of concern.



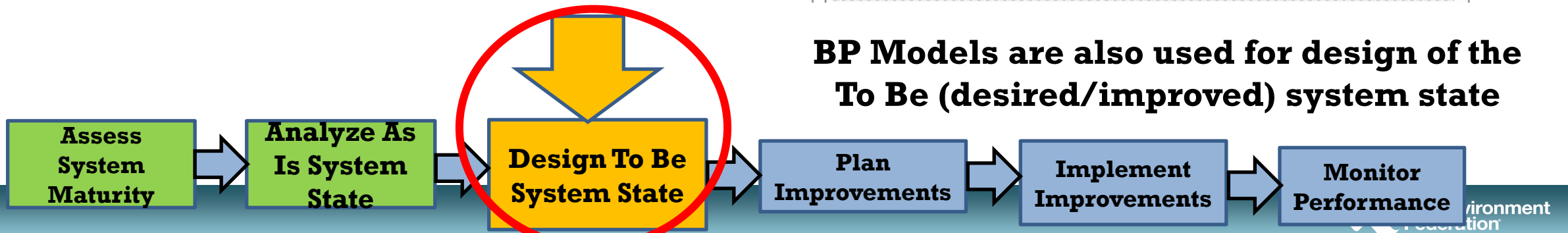
Business Process Model is a **system model:
a detailed description of how a process works.**

- Which measurements are used to manage the process
- Which measurements/metrics are impacted by the process
- What decisions need to be made (and by whom)
- Who is involved in the business process (swim lanes)
- Workflow (sequence paths of activities)
- What resources (e.g. time, staff, equipment) are needed
- Which technologies/systems enable this process
- What data is required to execute work (and make decisions)
- Where (in what systems) the required data resides





BP Models are also used for design of the To Be (desired/improved) system state

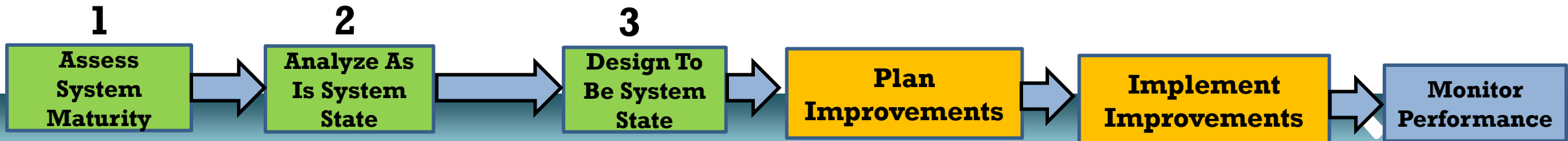
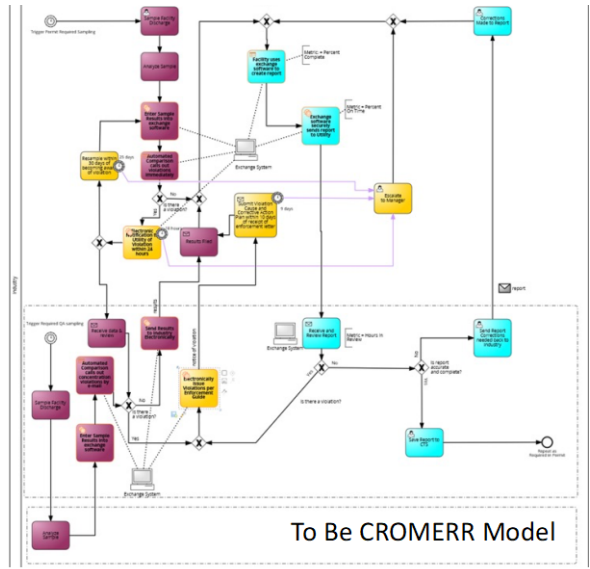
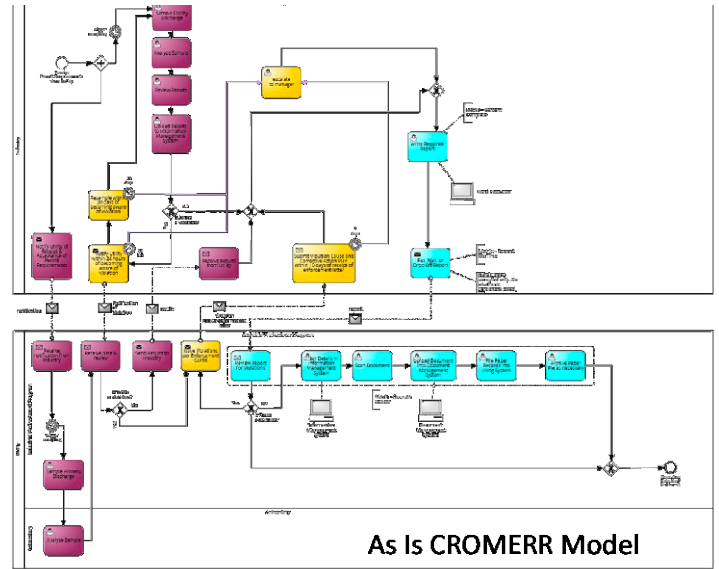
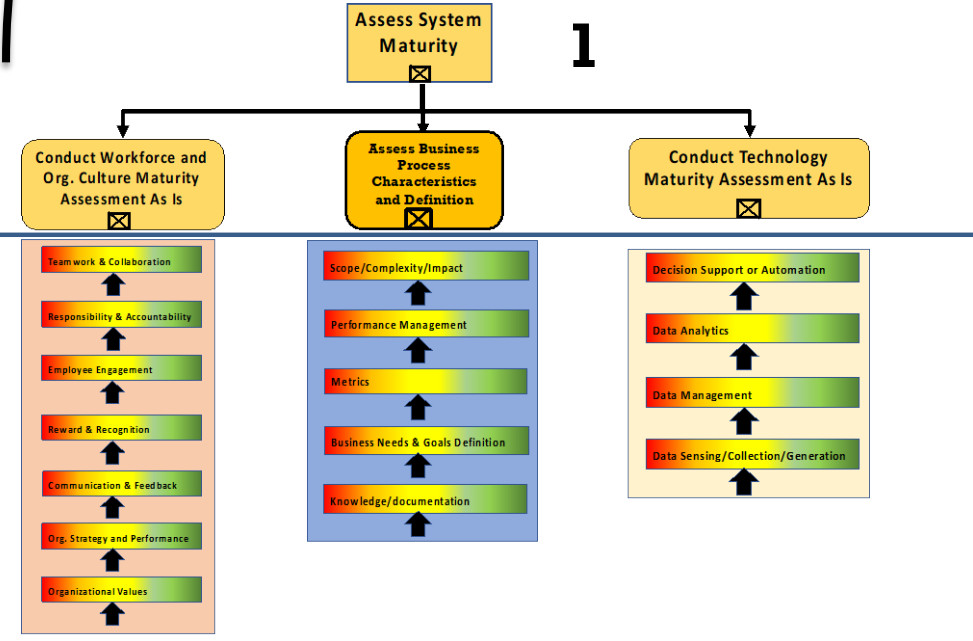
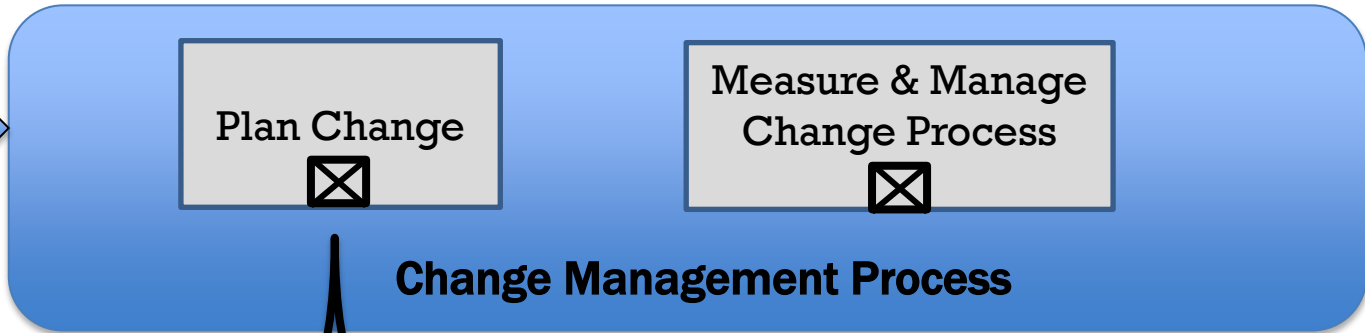


Inputs to the Change Management Process

Define The Change

Align with Business Goals

Assess CM Capabilities



Context for Assessing Change Management Capabilities for the Selected Process

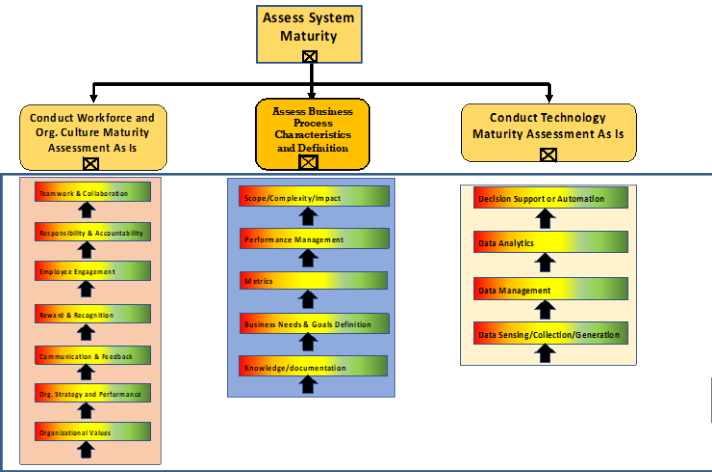
Define The Change

Align with Business Goals

Assess CM Capabilities

Plan Change

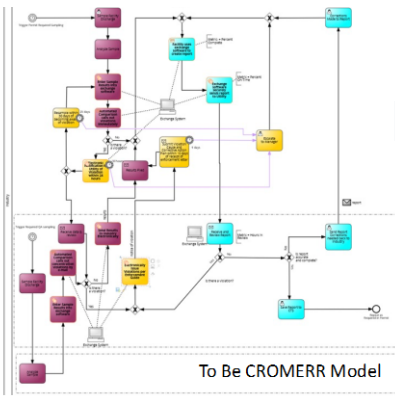
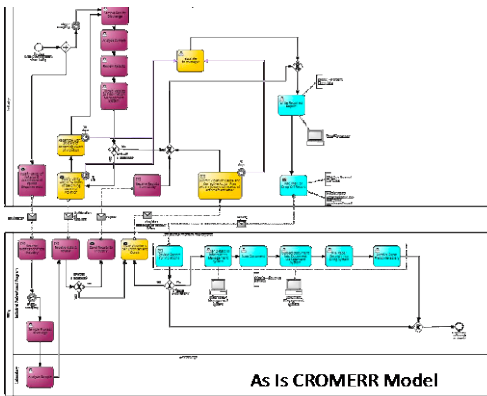
Manage & Measure Change Process



Conduct Assessment of Change Management Capabilities

Capabilities to Manage Change

Changes needed for improvement



Assess System Maturity

Analyze As Is System State

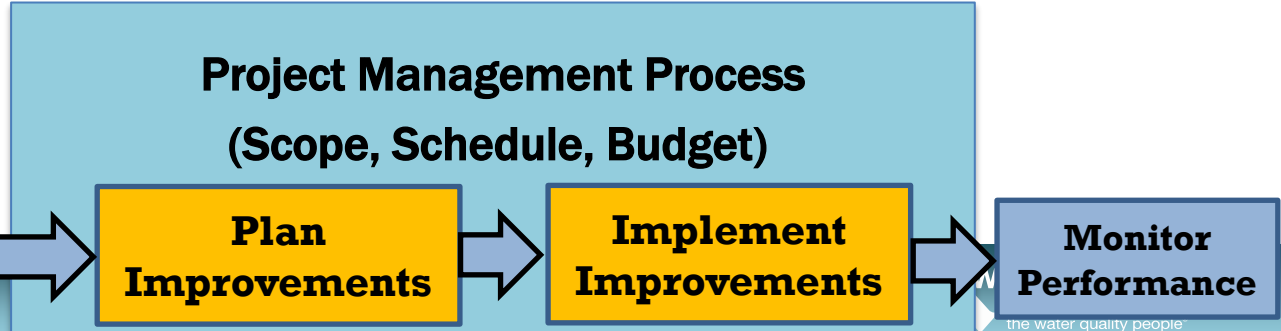
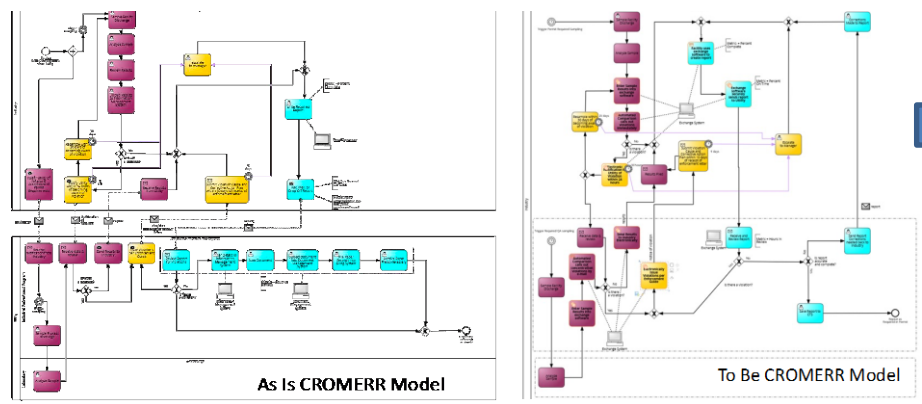
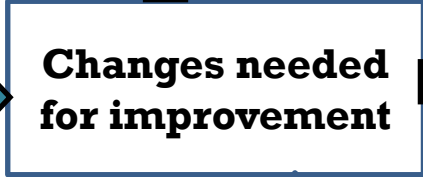
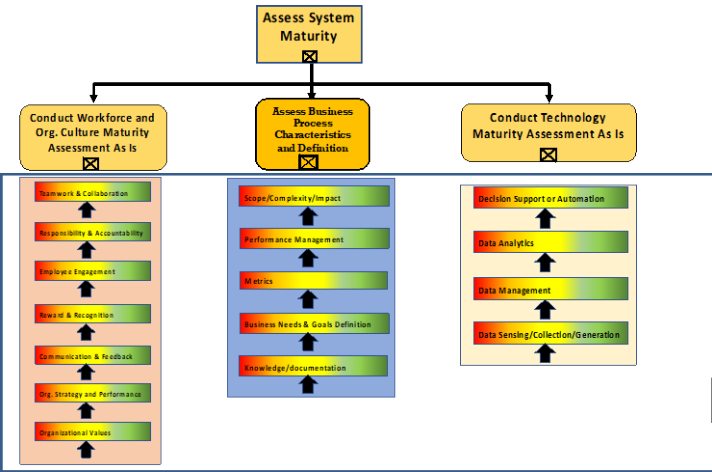
Design To Be System State

Plan Improvements

Implement Improvements

Monitor Performance

Context for Assessing Change Management Capabilities for the Selected Process



Analyze As Is CM Capabilities for the Selected Process

Define The Change

Align with Business Goals

Assess CM Capabilities

Plan Change

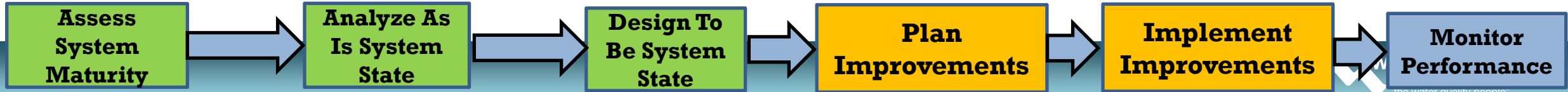
Manage & Measure Change Process

Assessment Categories

- Leadership and Vision
- Communication Strategies
- Change Process
- Employee Skills and Capacity
- Executing Change

Survey
28 statements

Conduct Assessment of Change Management Capabilities



Results Can Be Used to Plan Change for the Selected Process

Define The Change

Align with Business Goals

Assess CM Capabilities

Plan Change

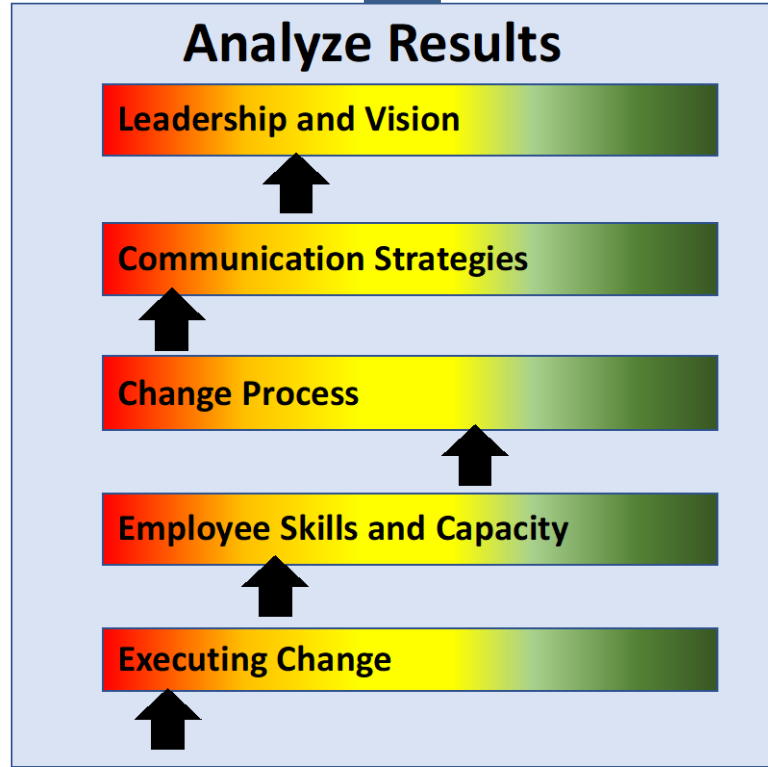

Manage & Measure Change Process

Assessment Categories

- Leadership and Vision
- Communication Strategies
- Change Process
- Employee Skills and Capacity
- Executing Change

Conduct Assessment of Change Management Capabilities

Survey
28 questions



Assess System Maturity

Analyze As Is System State

Design To Be System State

Plan Improvements

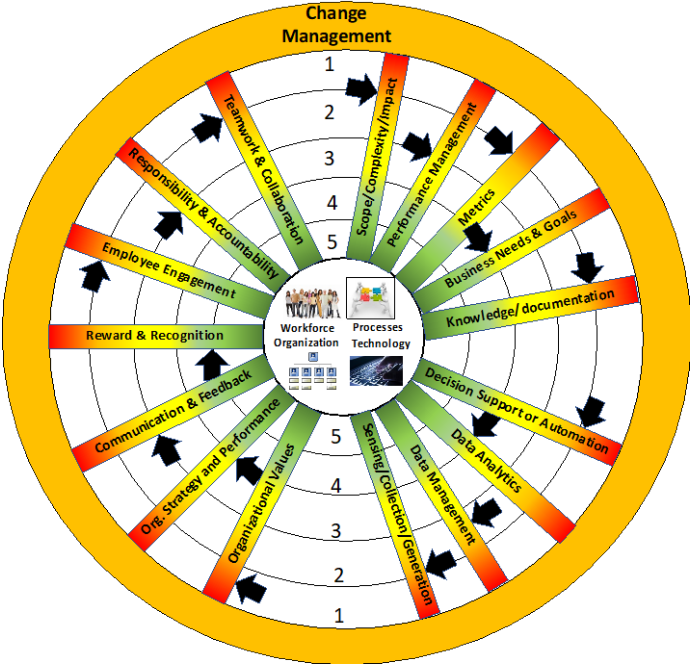
Implement Improvements

Monitor Performance

Define The Change

Align with Business Goals

Assess CM Capabilities



Maturity Assessments for People, Process, Technology



Draft assessment statements are being reviewed by the Change Management Team

1 Leadership and Vision	
1.1	There is a common vision and compelling rationale for this change
1.2	Leaders are committed to change
1.3	There is effective executive sponsorship for the change
1.4	There is a strong sense of urgency for change
1.5	We have a history of successful change in this organization
1.6	Change will be supported by the current management style and behavior
1.7	There is evidence/actions that shows Leadership supports change

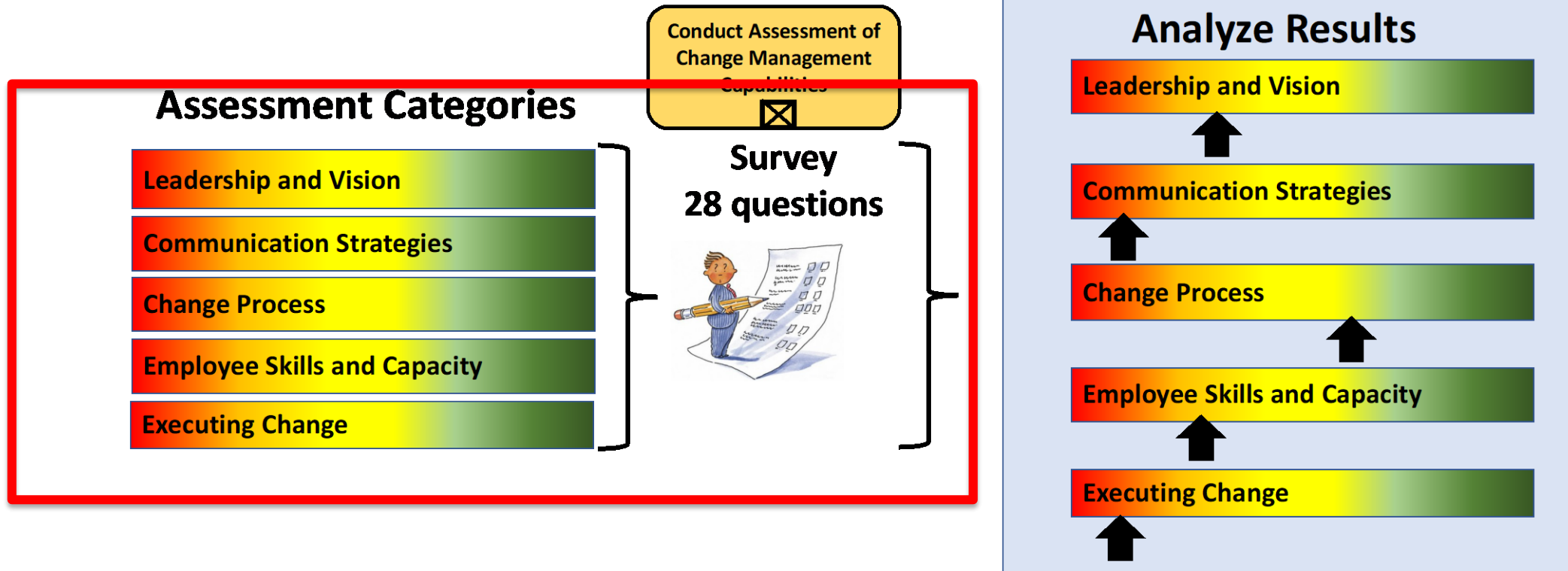
Capability Assessment for Change Management

Assess System Maturity

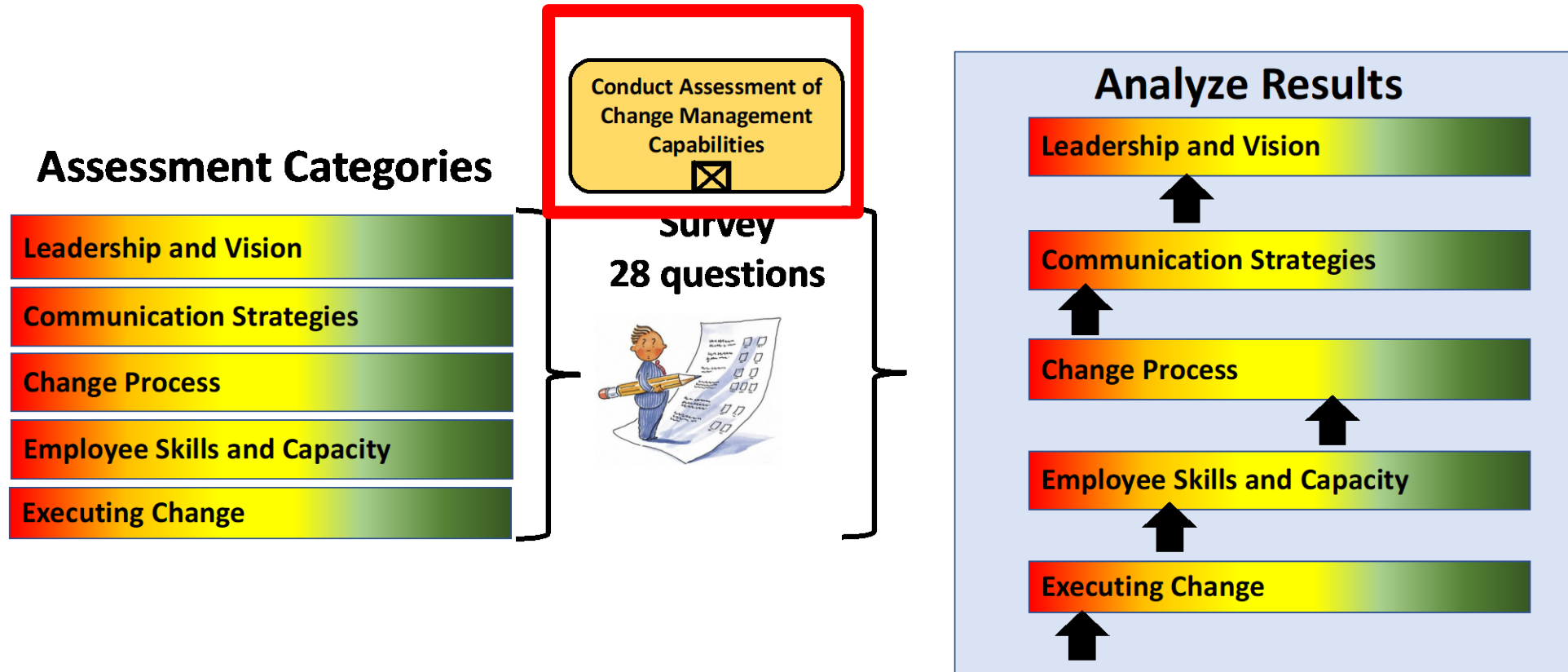
Analyze As Is System State

Design To Be System State

Task 1: Finalize Change Management Capabilities Assessment Tool v1.0



Task 2: Conduct Pilot Assessment of Change Management Capabilities for a Specific Business Process



Task 3: Develop Tools for Analysis

Define The Change

Align with Business Goals

Assess CM Capabilities

Plan Change

Manage & Measure Change Process

Assessment Categories

- Leadership and Vision
- Communication Strategies
- Change Process
- Employee Skills and Capacity
- Executing Change

Conduct Assessment of Change Management Capabilities

Survey
28 questions



Analyze Results

Leadership and Vision

Communication Strategies

Change Process

Employee Skills and Capacity

Executing Change

Task 4: Use Results to Plan a Change for a Specific Process

Define The Change

Align with Business Goals

Assess CM Capabilities

Plan Change

Manage & Measure Change Process

Assessment Categories

- Leadership and Vision
- Communication Strategies
- Change Process
- Employee Skills and Capacity
- Executing Change

Conduct Assessment of Change Management Capabilities

Survey
28 questions



Task 5. Use Experience With Pilot to Enhance CM Capabilities Assessment

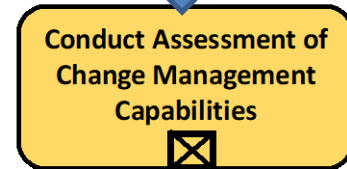
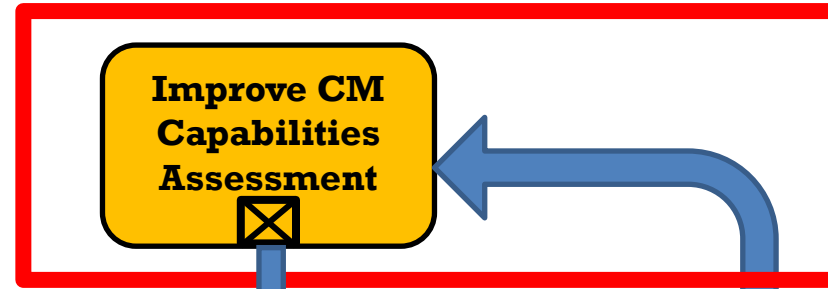
Define The Change

Align with Business Goals

Assess CM Capabilities

Plan Change

Manage & Measure Change Process



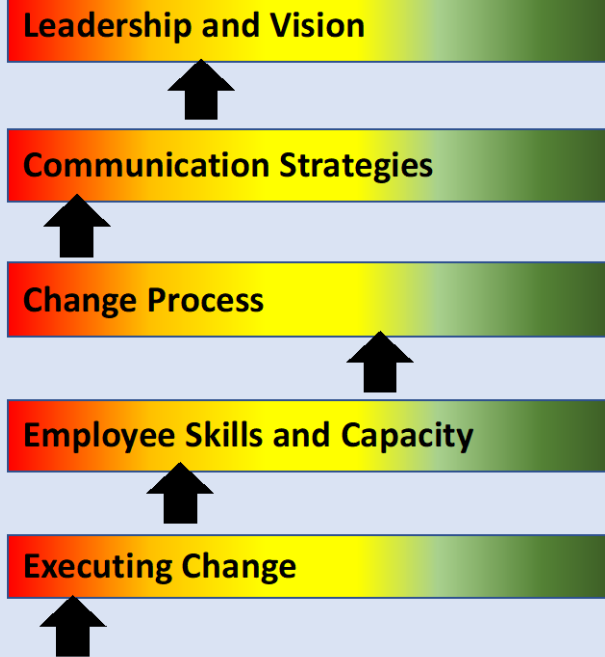
Assessment Categories

- Leadership and Vision
- Communication Strategies
- Change Process
- Employee Skills and Capacity
- Executing Change

Survey
28 questions



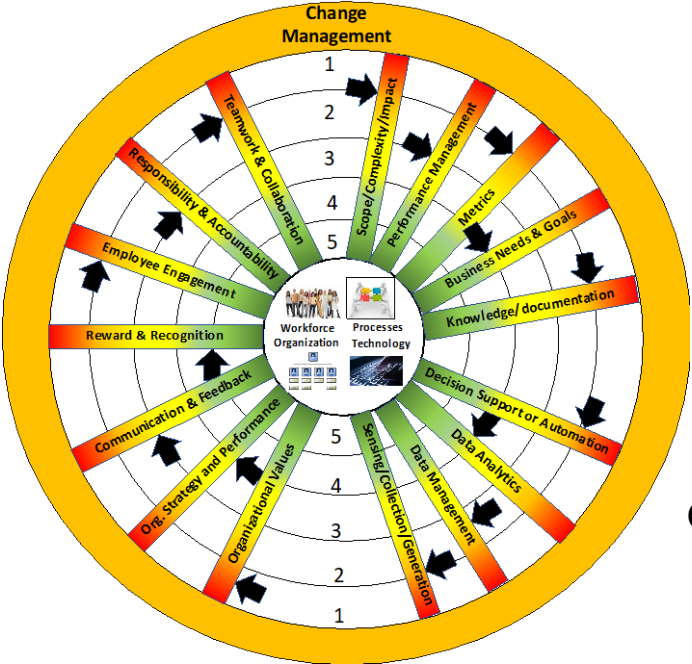
Analyze Results



Define The Change

Align with Business Goals

Assess CM Capabilities



Capability Assessment for Change Management

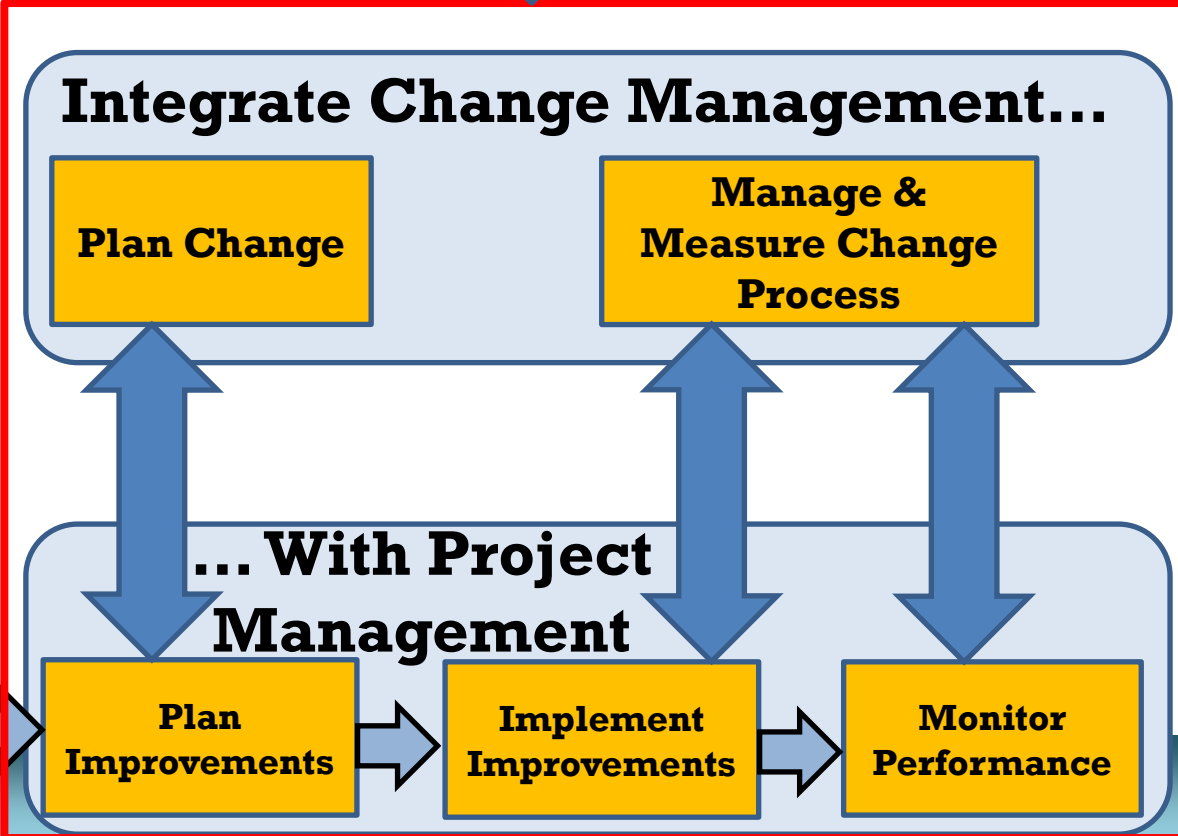
Assessment Results Are Inputs to Planning and Implementing Changes

Maturity Assessments for People, Process, Technology

Assess System Maturity

Analyze As Is System State

Design To Be System State



Integrate Change Management...

Plan Change

Manage & Measure Change Process

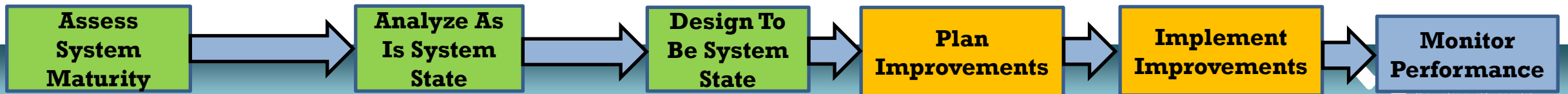
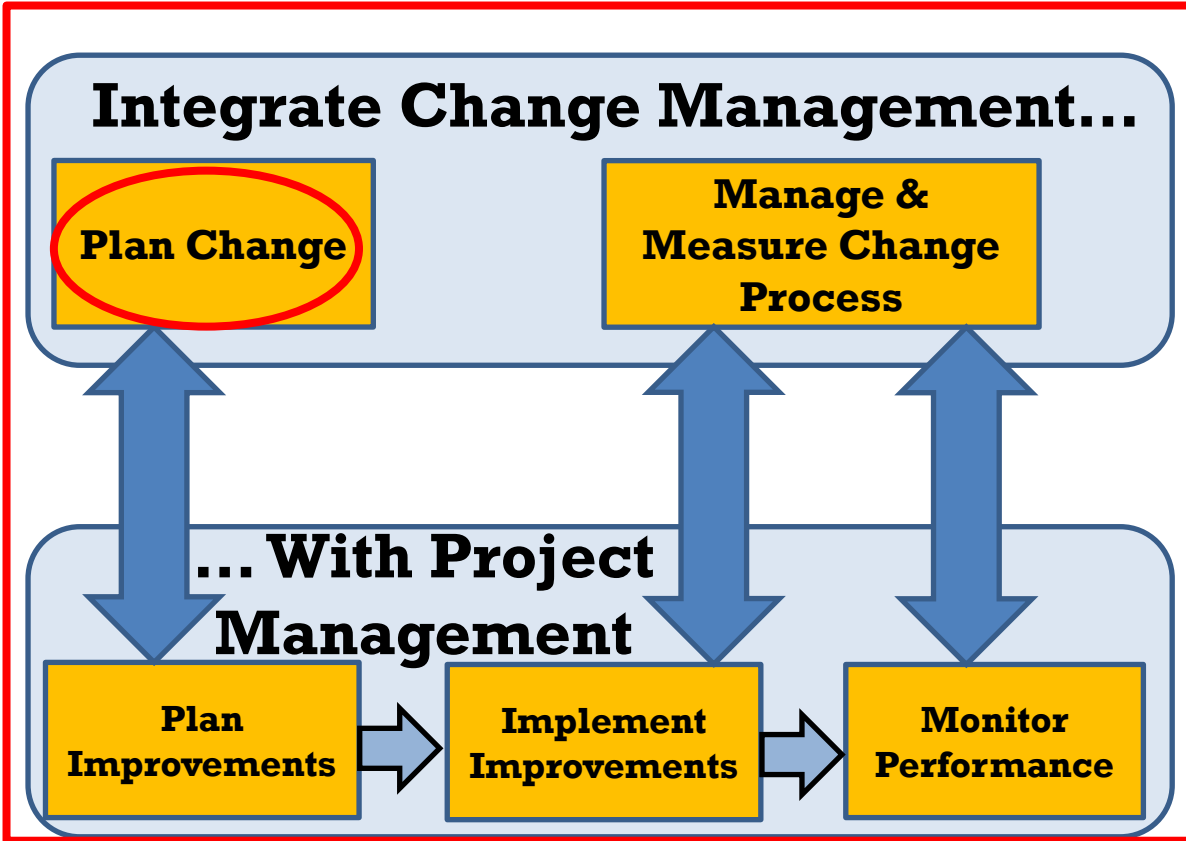
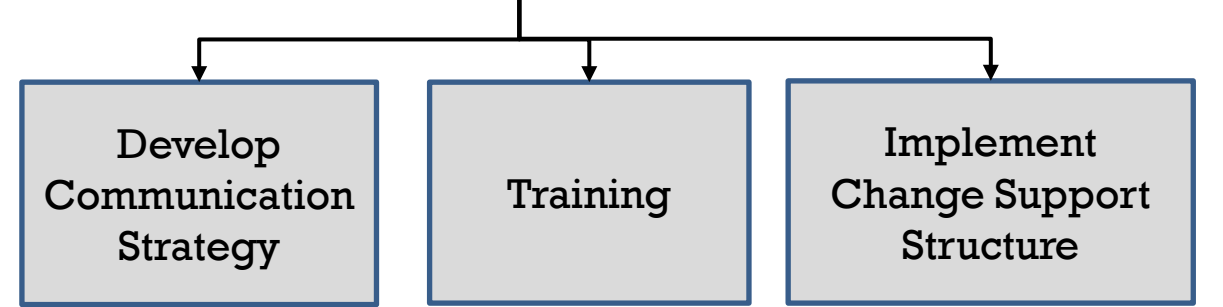
... With Project Management

Plan Improvements

Implement Improvements

Monitor Performance

Task 6. Define and Document Change Management Planning Process



Questions?

