

Step 3:

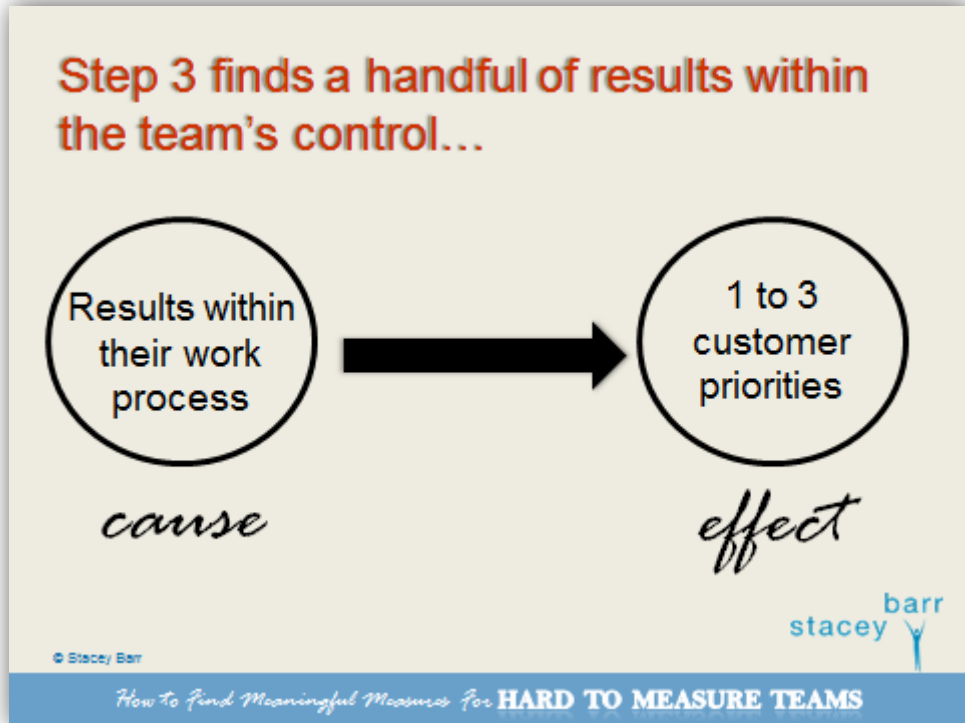
Find points of highest
leverage

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How to Find Meaningful Measures For **HARD TO MEASURE TEAMS**

Your notes:

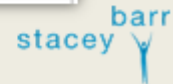


Your notes:

Step 3.1: Outline the team's process

Process name:	Sustainable Agriculture Research
Purpose:	To provide credible and practical recommendations that effectively reduce greenhouse gas emissions resulting from livestock farming.
Owner:	Sustainable Agriculture Research Director
Start point:	Request from industry
End point:	Recommendations adopted by industry and business
Macro steps:	<ol style="list-style-type: none">1. Develop research plan2. Source funding and approvals3. Conduct research4. Analyse findings and formulate recommendations5. Present recommendations to industry and business

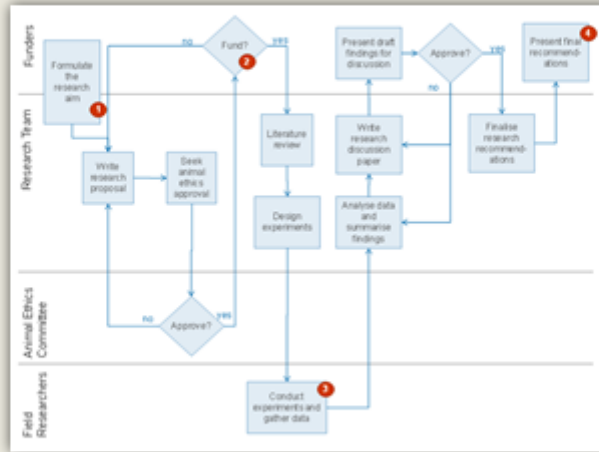
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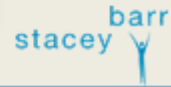
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Your notes:

Step 3.2: Draw the cross-functional process



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Step 3.3: Analyse the process for disconnects

The flowchart illustrates a research process starting with 'Fundings', leading to 'Approval?' and 'Finalise recommendations'. A callout from the 'Approval?' step says 'Field not... in the... and oppo... practical input'. Another callout from the 'Finalise recommendations' step says 'Recommendations are rejected by farmers for practicality reasons'. A third callout from the 'Conduct experiments and gather data' step says 'R... b... fu... ve... of...'. The diagram also shows 'Research recommendations' and 'Conduct experiments and gather data'.

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Your notes:

More examples...

- The Discovery Team...
- The Billing Team...

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Your notes:
