

Doing more with less

Program Outline



Doing more with less

As businesses face changing challenges, getting the best results with fewer resources is crucial. It's not about just cutting corners, but about boosting creativity and smart work in teams. Adopting this idea leads to better productivity, smoother operations, and a team culture that values innovative solutions.

At its core, the practice of 'doing more with less' emphasizes resourcefulness and adaptability.

As budgets tighten and competition grows, we can excel by finding new ways to maximize productivity while keeping employees engaged and motivated. But how can you achieve this seemingly impossible balance?

The answer lies in leveraging technology, optimizing processes, and empowering employees. By embracing a culture of innovation and collaboration, managers can improve productivity and efficiency and foster a sense of ownership and engagement among their employees.

When teams are trained to optimize and be resource-efficient, they're not only equipped with skills but also with a mindset to be agile, to pivot when required, and to continually seek ways to improve.

The need to do more with less is universal and industry agnostic. Virtually everyone, everywhere is being given that challenge. And it is likely that it will be an ongoing mantra far into the future.

We live in an era of increasing competition. What we could take for granted some years back, now must be earned. The previous recession has taught all of us an important lesson – to practice austerity as a way of doing business, to stay nimble. However changing habits of businesses and people in it is easier said than done. Most organizations make the mistake of assuming that doing more with less means cost cutting. That may be one of the tools, but it is definitely not the primary area which will deliver the results. And yes, it definitely does not mean cutting corners. A much bigger, but less appreciated source of productivity and doing more with less is identifying “Fake Work” and relentlessly getting behind eliminating it.

Fake work is work that is well intended but not explicitly aligned with the strategies and goals of the organization. People who engage in fake work just don't notice that what they're doing is not producing intended outcomes. They're often very busy. But they mistake activity for results. Just think of how much of time is lost in inefficient meetings for instance. And working hard is not a barometer, because you can work very hard and still be building a road to nowhere.

Doing more with less requires strategic sorting of priorities. When everything is a priority, nothing is a real priority. One of the most useful ways to sort priorities is to launch a relentless search for fake work. The challenge though is that Fake work is invisible because it often masquerades as real work.

The paradigm that we get participants to explore in this workshop is that of looking at the 4 key areas of their own attitudes, how they view the people in their team, how they view their customers and how they approach their strategy – all with a view of being able to do more with existing resources.

The workshop is an insightful and engaging journey for participants as they discover that sometimes it only takes “fresh eyes” to look at their daily work – and achieve significant improvements in productivity. Learning the art of doing more with less should be a “must-do” task for everyone in your team!

Objectives

- ▶ Optimize current resources by identifying and eliminating ‘fake work’
- ▶ Streamline systems and processes so as to make the most of available resources
- ▶ Increase quality and performance across teams by paying attention to detail
- ▶ Practice austerity without cutting corners
- ▶ Break the practice of confusing activities with the actual outcomes of the activities
- ▶ Achieve goals without cutting costs and corners

Course Module

Let FocusU SPOC fill this detail out. Nothing for Just Words team to do.

Module 1: Embracing the Growth Mindset to do more with less

- Why the need to do more with less?
- The growth mindset needed
- Applying to your context

Module 2: Prioritize, Adapt, Thrive: Navigating Tough Times Effectively

- Attitude towards people
- Tough times call for tough priorities
- Applying to your context

Module 3: From theory to application

- Change in attitudes towards customers
- Change in strategy
- From theory to application