



Lean Magic

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What is magic?

Etymology:

Middle English *magique*, from Middle French, from Latin *magice*, from Greek *magikē*, feminine of *magikos* Magian, magical, from *magos* magus, sorcerer, of Iranian origin; akin to Old Persian *maguš* sorcerer

- Magic is an age old phenomenon
- So is quality

Definition:

an extraordinary power or influence seemingly from a supernatural source

The Two Imperative

- Work on flow
- Identify and remove muda
- Keep value added operations
- Produce when needed
- Motion flow
- Audience engaged
- Designed distractions
- Desired effects
- First time, every time

Lean Magic

Now you see it!



Now you don't!



Quality goals vs. magician goals

- ✓ Zero defects
- ✓ Eliminate excess muda
- ✓ Create value
- ✓ Smooth and level flow based on takt time
- ✓ Perfect action
- ✓ Only desired distractions
- ✓ Create illusion (value)
- ✓ Smooth and level flow – like clockwork

We both want the same thing – stated slightly differently

We Are All Magicians

Magic is an act of Illusion
Magic makes things disappear
Magic makes things appear
Magic is customer focused – to wow them
Magic is magician dependent
Magic is intentional
Quality is person dependent
Quality is intentional

- Rework in magic loses its effect
- Magic is always first time pass through
- Magic is the result of practice, skill and motivation

The Principles of Lean

1. Understand intended outcomes (why the magic trick?)
2. Create present value state (How do we do it now?)
3. Estimate process effectiveness (How effectively are we performing our magic?)
4. Identify necessary and unnecessary activities (where am I likely to lose the audience interest?)

The Principles of Lean

5. Determine future or ideal state (How we wish to do it, instead)
6. Create ground realities (Recreate magic steps – streamline, etc.)
7. Standardize (practice, practice, document or memorize, etc)
8. Repeat the process for continual leadership (Create a state of hypnotic WOW!)

Lean Magic

(summary)

- Good magic is always lean by design
- Lean is inherent in any effective magic tricks
- Good magic creates distractions as part of planned value added activities
- Leaner the magic, greater the Wow!
- Even the best magic trick is subject to further enhancements – increased value
- The only measure of value - WOW!
- Memorable experience, every time
- Magic is the ultimate objective of Lean