



DOM PRICE | ATLASSIAN | @DOMPRICE

# Atlassian Values

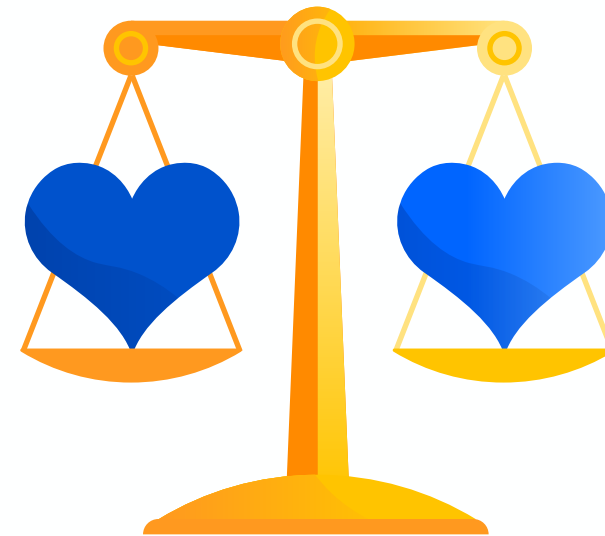
They guide what we do, why we create, and who we hire.



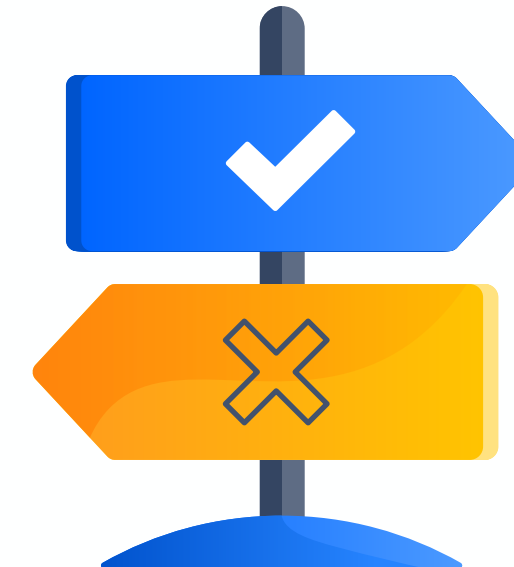
**Open company,  
no bullshit**



**Play,  
as a team**



**Build with heart  
& balance**



**Be the change  
you seek**



**Don't #@!%  
the customer**



**We believe behind every great  
human achievement, there is a team**

**Our mission is to unleash the  
potential of every team**





# Lufthansa





# The Telegraph







**5 THINGS**

**Growing  
Transformation  
Tenure  
Disruption  
Outputs**

# 1

**Growing**



**Scaling  $\neq$  Growth**

# **START WITH WHY**

Simon Sinek



☰

Confluence

Spaces

People

Questions

Calendars

Create

...

Feedback

Pages / Jess Gee's Home

👤

🔒

📅

✎ Edit

☆ Save for later

👁 Watching

📄 Share

...

👤

📄

📡

?

📅

📅

📄

📄

📄

🔧

»

Project Poster: Simplify Dashboard

Created by Jessica Gee, last modified by Sarah Golf-Dupont just a moment ago

Phases

- Concept
- Validate the assumptions
- Envision it

Business context

- Initiative: Simplify

Team

- Full time owner:

Status

- Current phase: Visualise the solution
- Health Monitor link:

Concept

What are we doing?

For users who want to **resume** work that's in progress, **consume** relevant content or **create** new content, the Dashboard summarises, organises and presents these options so that users can commence their journeys.

DONE

Why are we doing it?

Problem statement

The Dashboard is currently a bulletin board of information, announcements and activity. Beyond the "consume" use case, it does not support users in resuming their work – whether that requires navigating to existing content or picking up work in progress.

Impact of this problem

Users develop multiple workarounds and solutions to try and resume and consume their content:

- Leaving tabs open
- Lots of emails being left as unread
- Decreased use of favourites
- Trying to remember page titles to find content
- Using recently viewed dialog

DONE

How do we judge success?

By end of Q4 2015:

- Have run A/B testing and concept testing on our Dashboard concepts
- Decide on a concept using metrics described in Project Poster: Simplify Dashboard

IN PROGRESS

Possible solutions

"Space Directory" dashboard concept

When using content provided in the current dashboard, a huge number of OD users use the Site Space list to navigate into a specific space they are looking for. We have seen the same thing over and over in qualitative feedback around how people use Confluence – their first step is to navigate from the dashboard

IN PROGRESS



"The dashboard is almost as basic as it was in 2007. Not that I want a complex configurable beast - but I do want to be able to browse Confluence as conveniently as I can browse facebook."

"I wish there was a full chronological view of activity so that I can always have a spot to see all the changes that have occurred since the last time I have checked"

Homepage Experience / Discoverability

"not very User friendly. Need to improve the UI. **Cant understand where is the dashboard**"

"There are a lot of odd things like **how hard it is to edit the home page** and that it always defaults to JIRA "

"It is nice to have all the documentation in one place, but i find it hard to add a decent page structure inside a space and to find the space i want to work in(so from the homepage going to a specific space)"

"I had to add a link for Support to my Personal Space because I seem to have a hard time finding it when I need it. "

"Help users / admins create a better landing page experience. My partner had a go at it (he is a designer), I've had multiple attempts and honestly it is still a dogs lunch."

"Also, our company makes a Space per project, and **I always stumble around when I need to navigate from one, up and over, to the other**. Not sure what UI tweak I need. Maybe a way to make a group of Related Spaces, with a quick navigation to the other Spaces in this group.

Links to details:

Visualise the solution


Links to details:

DRAFT

Scale and scope

DRAFT

Estimates	Details or links:
Time	
Budget	
People and teams	
Dependencies	
Special constraints, e.g. Summit	

 Like    Be the first to like this

project-poster-example 



Write a comment...



 Jira Service Desk

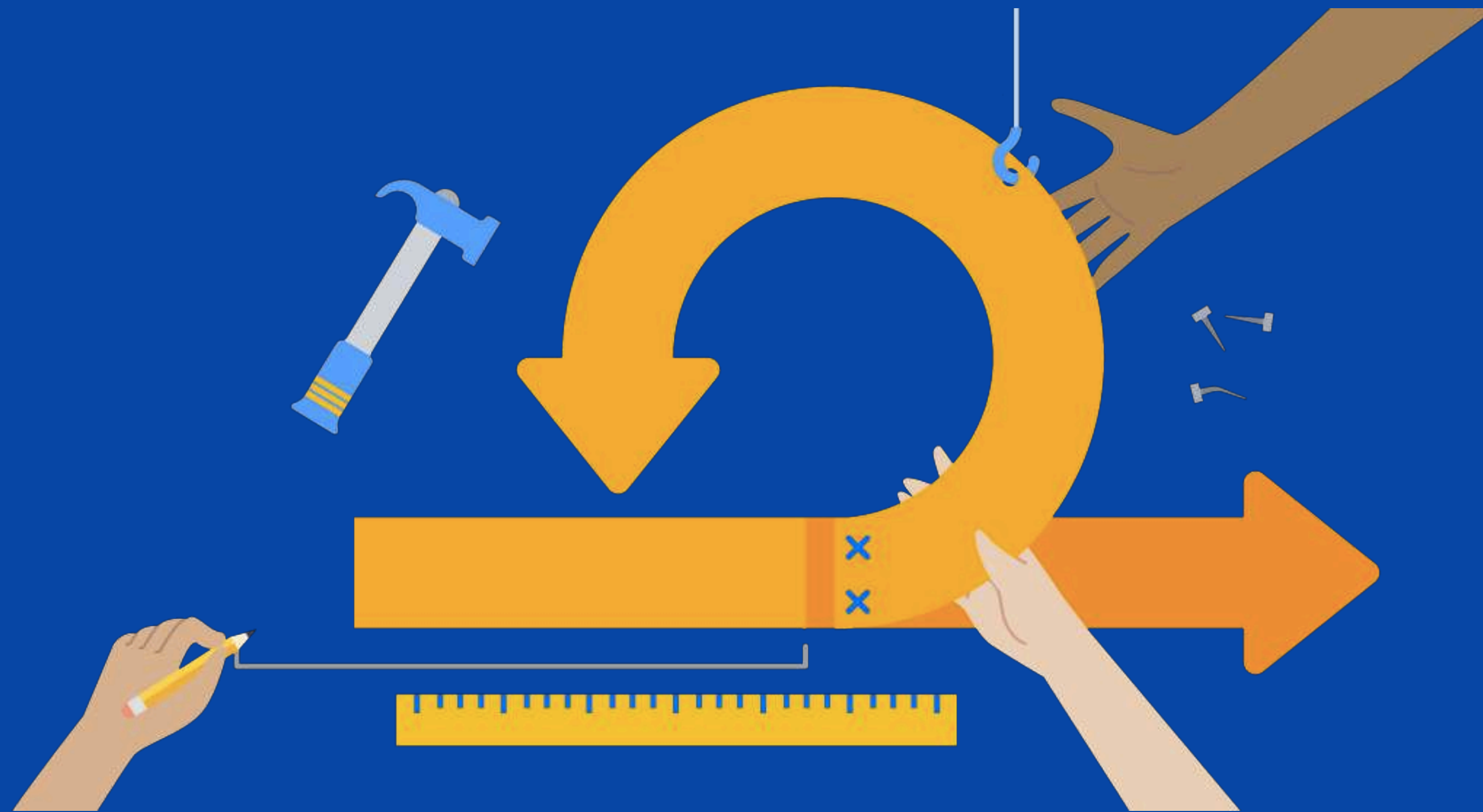
# 2

**Transformation**

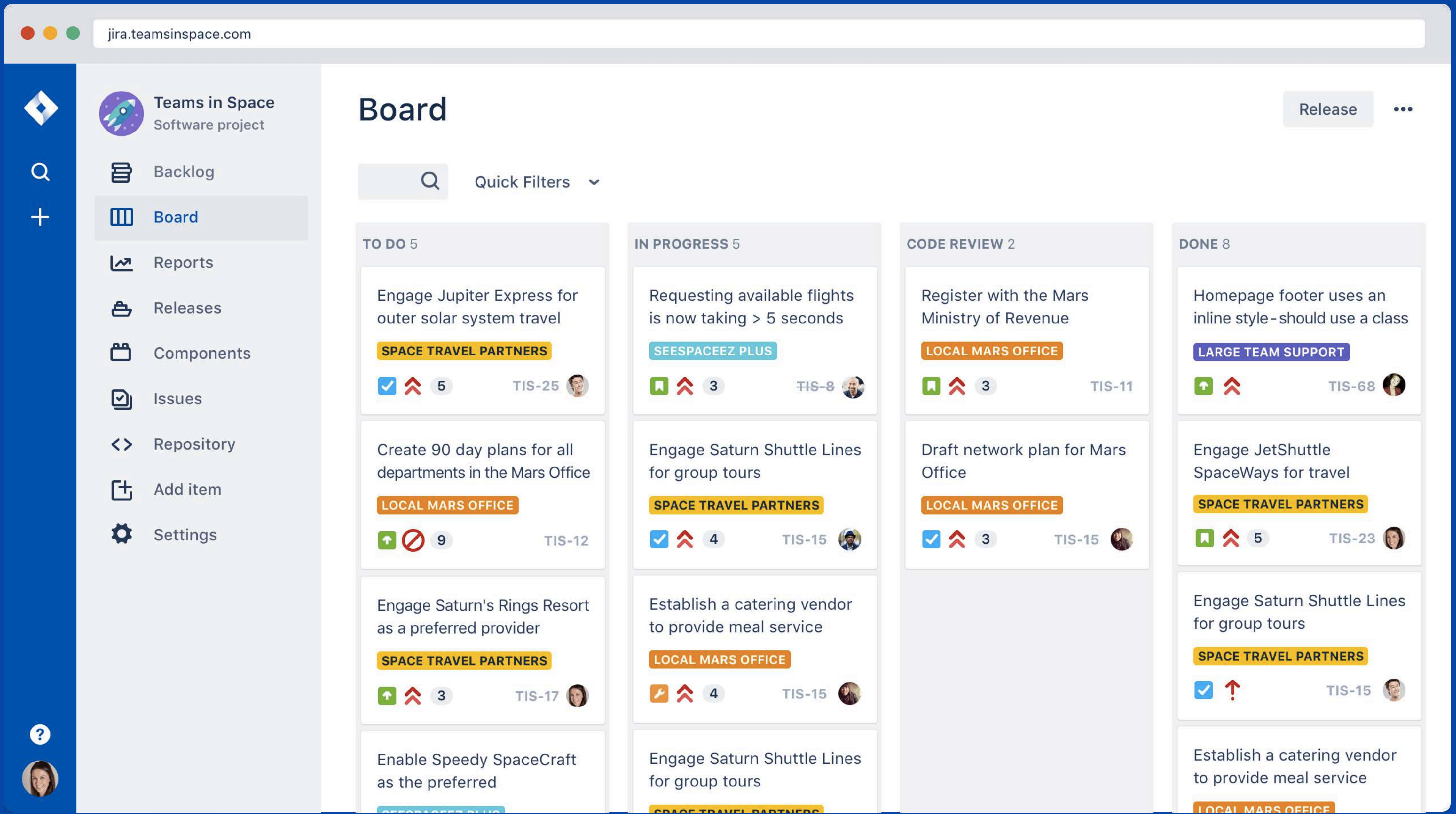


**Evolving  $\neq$  Transformation**

# Agility







**MISTAKE**



**Agile  
Compliance**

**REALITY**



**Shorterfall™**

# 3

**Tenure**



**Initiative  $\neq$  Tenure**

## Inclusive Meetings

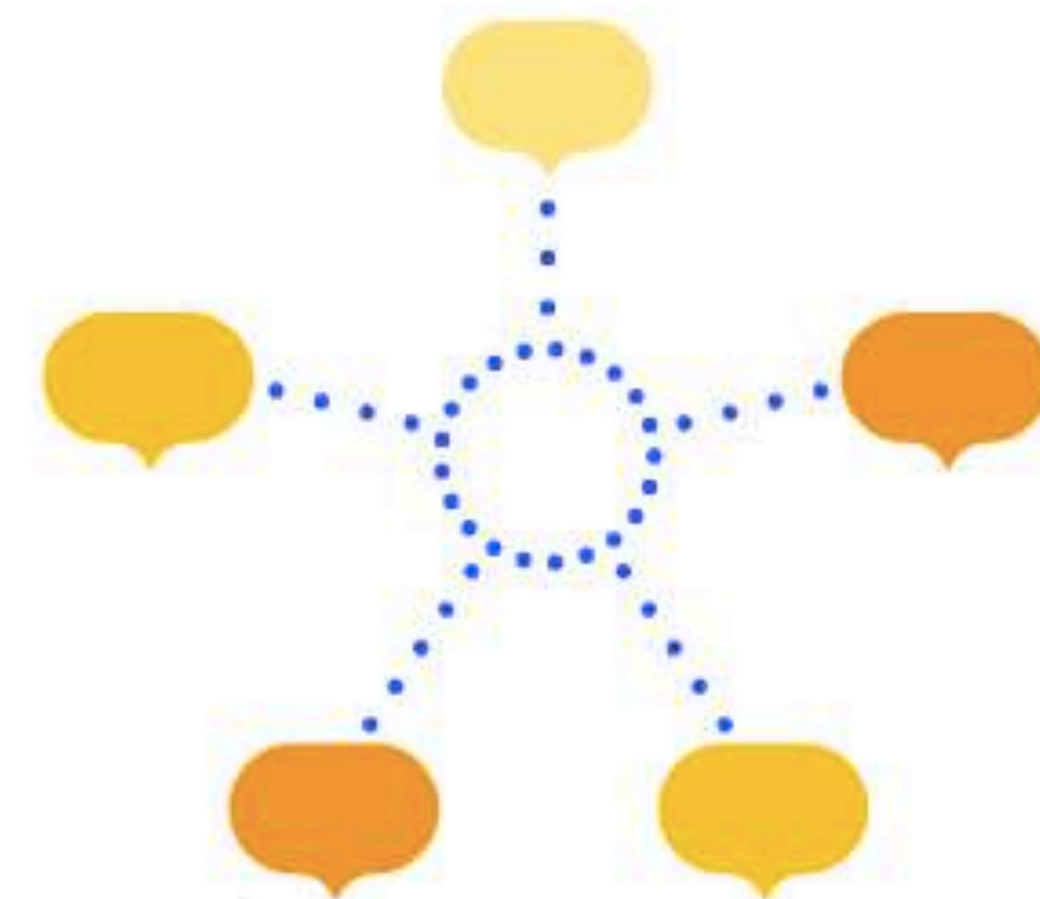
Running meetings is *hard*. Running meetings that give all team members a sense of belonging is even harder. Here's how to be inclusive.

### USE THIS PLAY TO...

Create an environment that encourages diversity of opinion and participation from all attendees.

If you're struggling with shared understanding or balanced team on your [Health Monitor](#), running this play might help.

[Read more](#)



PEOPLE

4 - 7



PREP TIME

15 min



TIME

30 - 60 min



DIFFICULTY

Medium













**ARGUE LIKE YOU'RE RIGHT,  
BUT  
LISTEN LIKE YOU'RE WRONG**



Exxtreme Travel / Tours in Development

Rock Climbing in Colorado Project Plan



Mia Snyder

Created 10 mins ago

Driver	Approver	Contributors	Informed Stakeholder
@Alana Grant	@Alana Grant	@Mia @Will	@Harvey



Objective	Team rock climbing tours are very popular and successful for us. We have the opportunity to be the first 🏆 to launch this offer in the region.
Due Date	03 Sep 2019
Key Outcomes	Over 1,000 bookings for the first 6 months which would bring in an additional 10% in revenue.
Status	ETO-1 - Rock climbing in Colorado PROPOSED

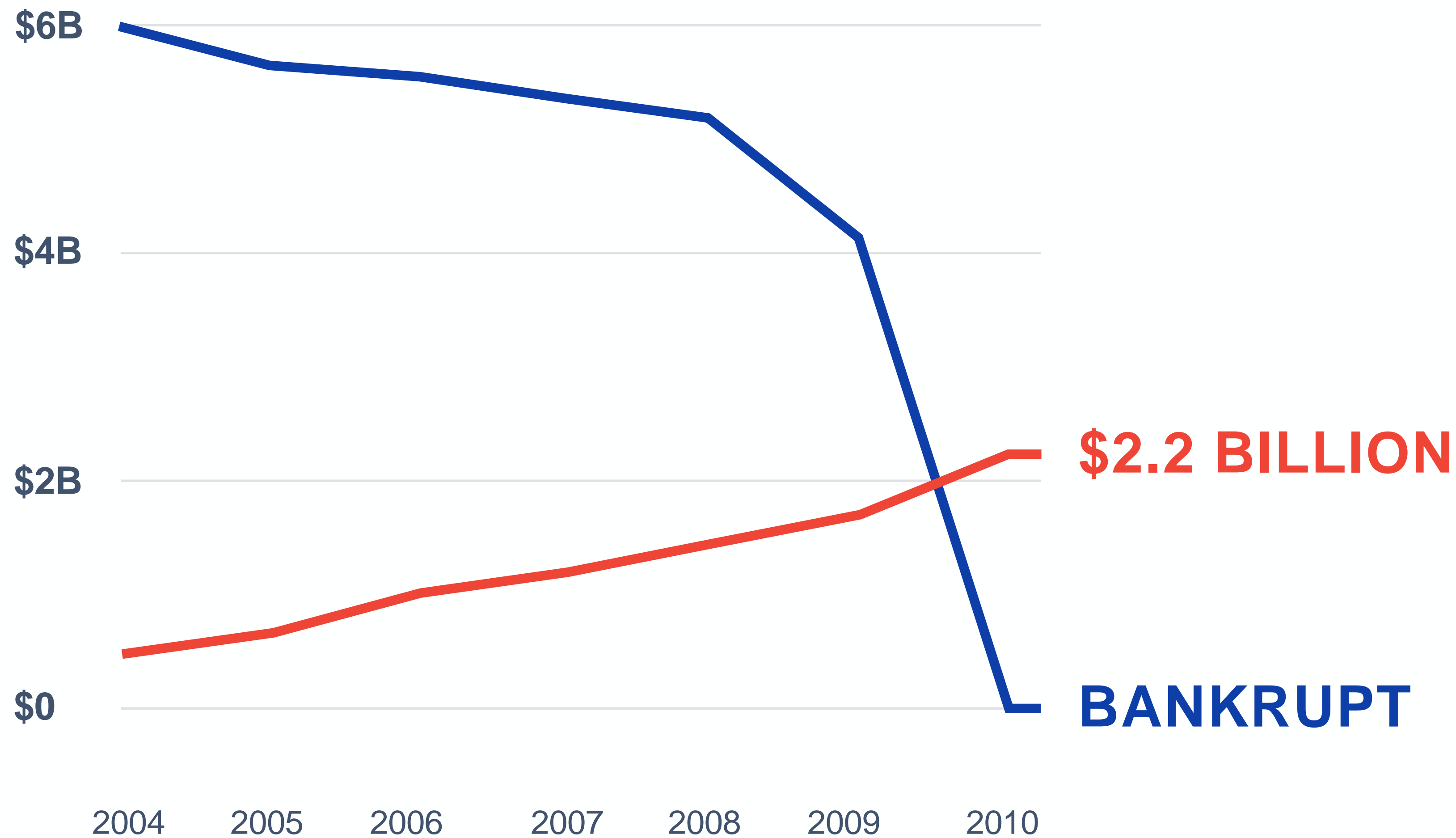
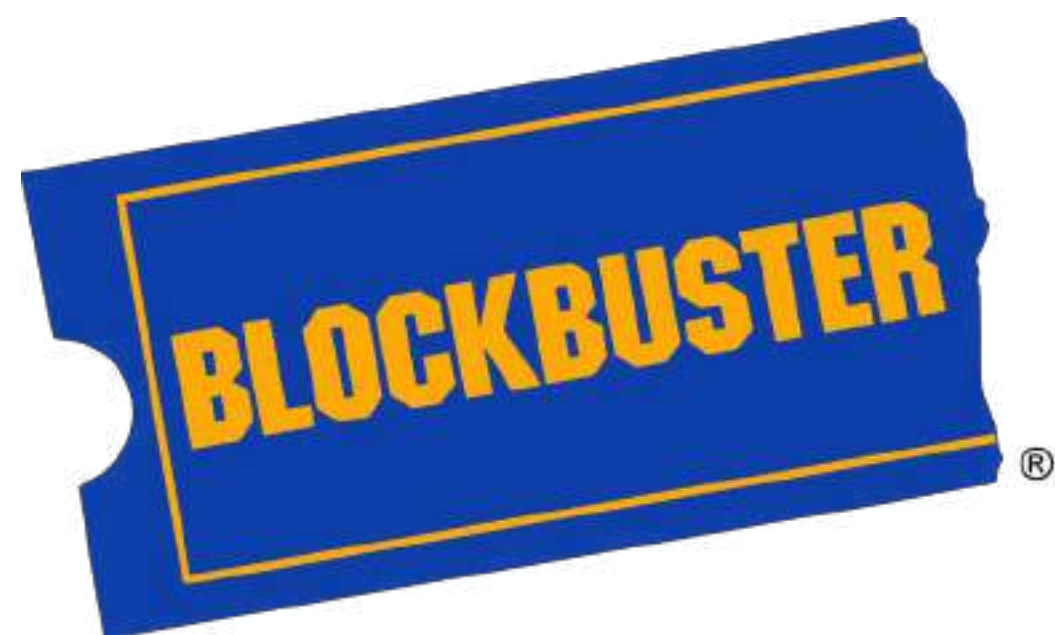
Problem Statement

4

**Disruption**



**Disruptor  $\neq$  Disrupted**



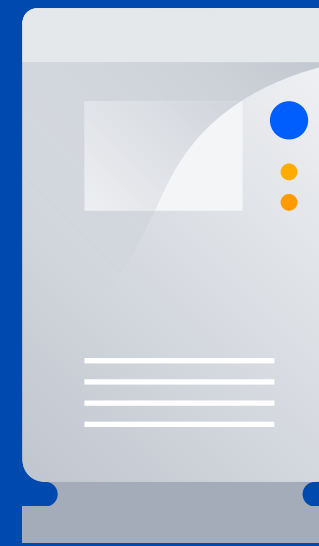
## DEPLOYMENT OPTIONS

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### Cloud WE HOST

Host in the cloud  
Instant setup  
Monthly or annual subscription



### Server YOU HOST


Host on your hardware  
Extreme customization  
Fast setup, no load balancer



### Data Center YOU HOST

High availability  
Performance at scale  
Simplified upgrades





Team PlaybookHealth MonitorsPlaysGame PlansAbout

# Disruptive Brainstorming


What if there was a way to come up with brilliant ideas faster? If you're looking for a brainstorming technique to disrupt your team's neuro pathways and generate fresh ideas, this is the play for you.

**USE THIS PLAY TO...**

Come up with a long list of great ideas in a single brainstorming session.


If you're struggling with shared understanding🔗, decision making🔗, or proof of concept🔗 on your [Health Monitor](#), running this play might help.

[Read more](#)




PEOPLE

6 - 8




PREP TIME

15 min




TIME

90 min




DIFFICULTY

Hard



DOWNLOAD

Grab 'em



# 5

**Outputs**

**Outcomes  $\neq$  Outputs**





# OKRs





# OKRs

## OBJECTIVES





# OKRs

## OBJECTIVES

## KEY

## RESULTS



OBJECTIVES

KEY RESULTS

# atlassianteamplaybook.com

Confluence

Spaces

People

Questions

Calendars

Create

Feedback

Pages / ... / Strategy & OKRs

Team Playbook FY17 Q3 OKRs

Created by Bernard Ferguson, last modified about 19 hours ago

OKR Review

Things to improve;

- Was painful to set OKRs, took us too long
- We had a number of binary goals
- Some KRs are tasks, they don't highlight the impact we're looking to achieve
- We can improve in how we embrace ambiguity, not necessary to have a fully prescribed plan or allow future events to slow our velocity on current activities

Good stuff;

- We did it, as a new team we started with the OKR methodology and have heaps of lessons for Q4
- We did well despite being thrown curve balls
- Helpful to have a written reference of what we are aiming to achieve - good anchor
- Good camaraderie on the team
- Following the launch of the playbook, we have been able to build up a baseline of user data and user feedback - we have some data now

Objective	Key Result	Owner	Final EoQ score	Status / Score
The Atlassian Team Playbook is adopted as the primary tool Atlassian teams use when building and running products and services.	Project Central FTOs are regular users and advocates for the team playbook and provide an NPS score of 30 by 31st Mar 2017.	@ Bernard Ferguson	0.6	<div>&gt; Month 1 Score..</div> <div>&gt; Month 2 Score..</div> <div>&gt; End of quarter score</div>
	The open contribution model for creating and sharing new plays contributes at least 5 plays by 31st March from non-team playbook team members, so that the Team Playbook is an effective mechanism for cross team sharing.	@ Bernard Ferguson	0.5	<div>&gt; Month 1 Score..</div> <div>&gt; Month 2 Score..</div> <div>&gt; End of quarter score</div>
	All major initiatives regularly use Team Health Monitors and plays through their normal operations.	@ Bernard Ferguson	1.0	<div>&gt; Month 1 Score..</div> <div>&gt; Month 2 Score..</div> <div>&gt; End of quarter score</div>
Optimize site engagement through key usability improvements in order to drive user adoption.	Field research on usertesting.com	@ Emily Niemann	1.0	<div>&gt; Month 1 Score..</div>
	1-2 focus group among new Atlassians	@ Emily Niemann	0.8	<div>&gt; Month 1 Score..</div>
	Publish a prioritized backlog based on research findings	@ Emily Niemann	1.0	<div>&gt; Month 1 Score..</div>
Engage the AUG audience, our most loyal customer base to inspire and drive awareness of the Playbook.	Dom attending 2 AUGs to speak on playbook (SF & NYC)	@ Dominic Price	1.0	<div>&gt; Month 1 Score..</div>
	Create assets for AUG leaders so that they can serve as Team Playbook evangelists	@ Emily Niemann	0.5	<div>&gt; Month 1 Score..</div>
	Plays set up to link to their specific section within #teamwork section in new Community portal	@ Stephanie Grice	1.0	<div>&gt; Month 1 Score..</div>
Ensure our broad customer base is aware of the playbook, so that Atlassian is synonymous with high performing teams.	5% CTR (BAC and Medium combined) from each post to any Playbook page.	@ Sarah Goff-Dupont	0.4	<div>&gt; Month 1 Score..</div> <div>&gt; Month 2 score</div> <div>EoQ score: .4</div>



# Summary

**Scaling ≠ Growth**  
**Evolving ≠ Transformation**  
**Initiative ≠ Tenure**  
**Disruptor ≠ Disrupted**  
**Outcomes ≠ Outputs**

# Unlearn

## EFFICIENCY

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Create **process** & standardization  
Written **centrally** & mandated  
**Eliminate** variability  
Engineered for **predictability**  
Focus and measure **outputs**  
**Command** & control  
**Centralized** decision-making  
Large **monolith** teams  
**Hierarchy**  
Strong **functions & departments**  
Manage **time**

## EFFECTIVENESS

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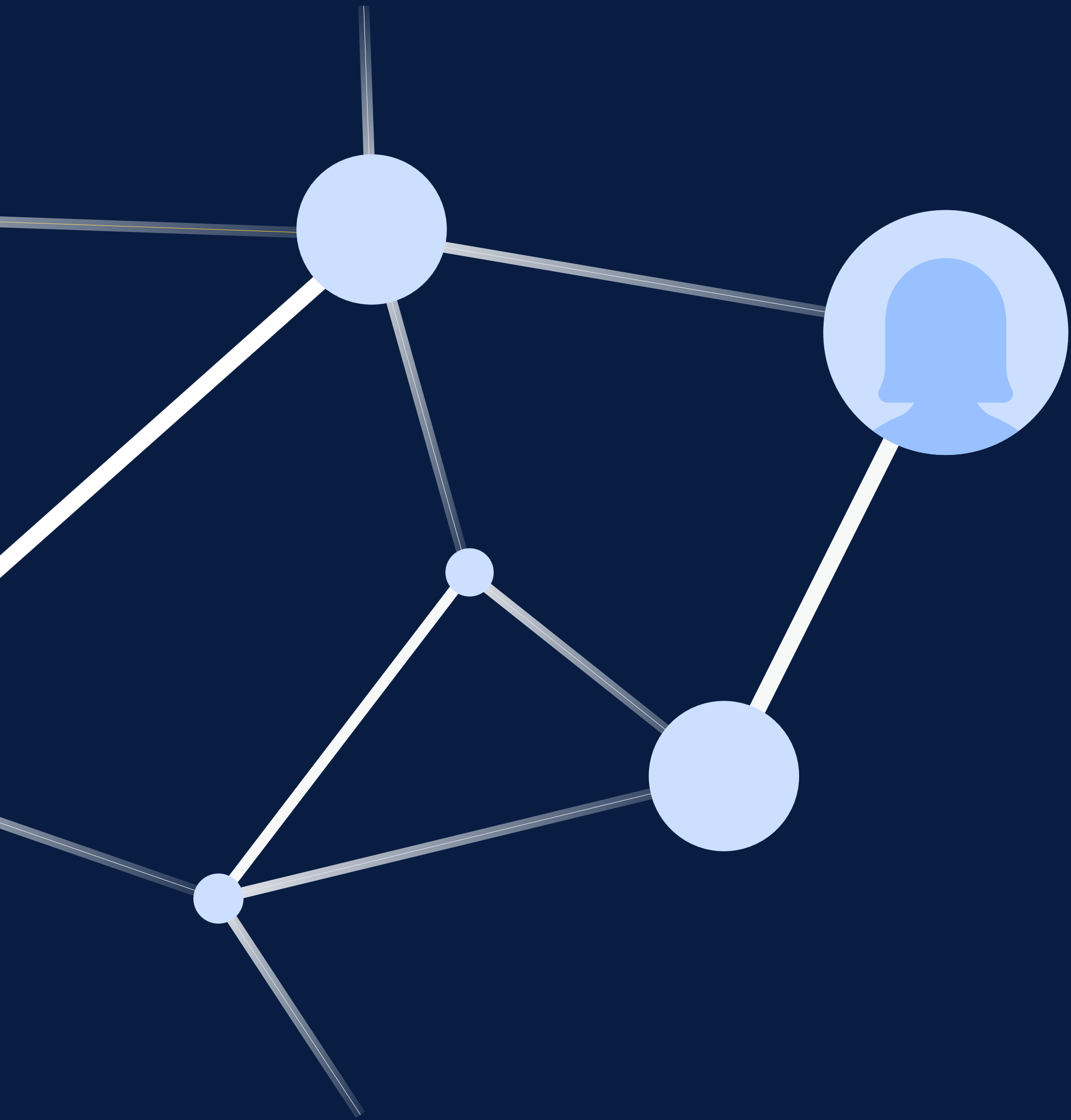
Provide plays & **guardrails**  
Crowdsourced & shared **laterally**  
**Embrace** variability where valuable  
**Freedom** for rhythm & cadence  
Focus on **outcomes**  
**Empowerment**  
Decision-making at the **coalface**  
Small, **nimble** teams with high agility  
**Autonomy**  
**Cross functional teams**  
Manage **energy**





*So how do we get there?*





**YOU** are the key  
to unleashing the  
potential of your  
organisation

you

**THANK YOU**

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