

## *Questions Arising From The Red Balls Game*

1 If you were the owner of that business how would you improve productivity and decrease costs?

- Will any of these help?
- Quotas
- Production Targets
- Incentives
- Piecework

2 Was it fair to either punish or reward any of the workers? Why?

3 Did the Inspectors or the CEO help at all, or add any value to the process?

4 If rework, defects, and things gone wrong are 'red balls', what are some examples of red balls in your workplace?

5 Make a list of where you think the 'red balls' come from.

6 Make a list of the individuals/departments/suppliers who have inputs into your daily work.

7 Do these suppliers contribute to your 'red balls'?

*Advise Better  
Live Better*