

THE AGGREGATION OF MARGINAL GAINS

EMMA & MAX

SUCCESS WITH MARGINAL GAINS

HE THOUGHT WITH
MARGINAL GAINS
TEAM SKY COULD
WIN THE TOUR DE
FRANCE IN 5 YEARS.

HE WAS WRONG.

THEY DID IT IN 3.



■ 1% Improvement
■ 1% Decline



**PROGRESS OVER
TIME**

**THE
CLASSROOM**

**THE
REGISTER**

**HANDING
OUT A TASK**

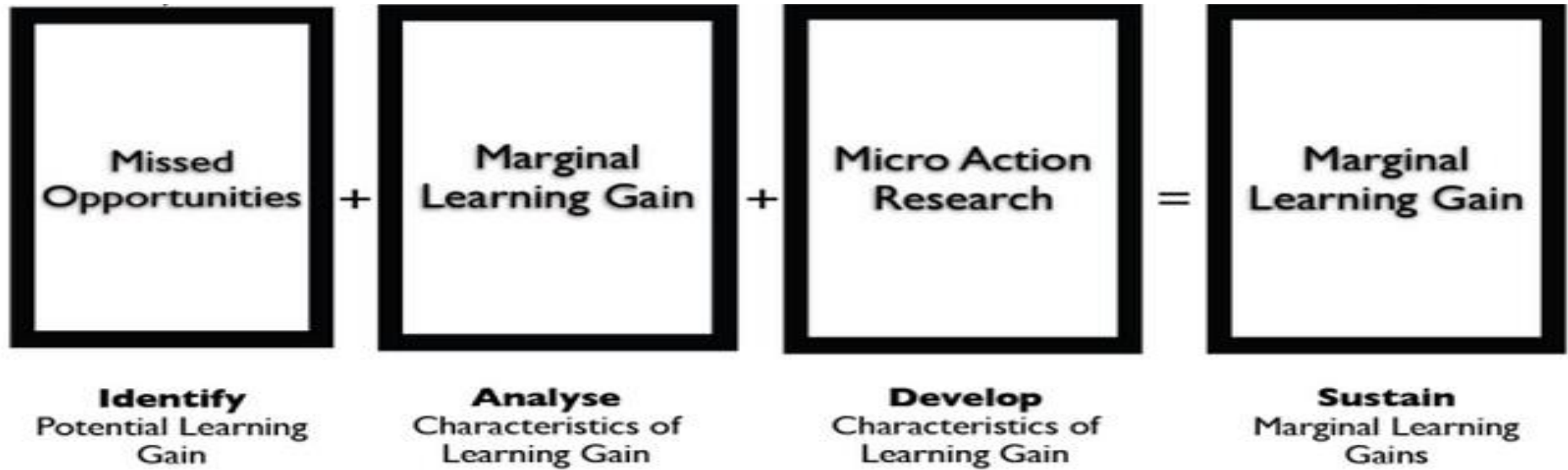
**ENTERING
THE ROOM**

ENTERING THE ROOM

FOLDERS ON DESK
STARTER ON BOARD
STARTER ON HANDOUT
HAND OUT EQUIPMENT AS THEY ARRIVE
CHALLENGE UNIFORM OUTSIDE THE CLASSROOM
GREETING PUPILS
TIMER ON BOARD FOR STARTER
PUPILS HANDING OUT FOLDERS
STARTERS THAT DO NOT NEED INSTRUCTIONS
TIDY ROOM
GET LATE STUDENTS IN AND ON TASK AND THEN ASK WHY THEY ARE LATE
CHECK/ISSUE EQUIPMENT
REMIND TARGET STUDENTS ABOUT EXPECTATIONS







MLG
DRILL DOWN INTO THE MICRO-
ASPECTS OF TEACHING TO SEE
WHAT TINY CHANGES MIGHT BE
MADE