

# Understanding Large Scale Scrum (LeSS)

*Concepts & Fundamentals*

presented by: Gene Gendel

of



<https://www.keystepstosuccess.com/>

# About Me



**Gene Gendel** is an organizational design consultant, adaptive & lean coach and trainer, and independent adviser to senior leadership. Gene is a widely recognized, world-class trainer/instructor, and is mainly focused on organizational design and product centricity, the experience for which he has gained, over the decades of deeply embedded coaching and consulting. Gene's [clients](#) represent a wide industry spectrum. Almost 15 of 20+ years of his professional experience Gene has dedicated to working with companies of various sizes and lines of business, trying to help them improve internal dynamics, organizational structure and becoming a better place for people to work in. Gene engages at *all* organizational levels: senior- and mid-level management, teams and individuals. In his work, Gene uses various methods, tools and techniques to amplify learning of other people and to ensure that his followers gain autonomy after Gene "coaches himself out of the job". Over the last decade, Gene's big focus has been on large financial institutions and consulting companies that struggle with moving away, from traditional budgets and portfolio/program/project work decomposition, towards more adaptive/flexible budgeting and better clearly products (product-centric, customer-focused development).

Gene is the co-founder of **KSTS Consulting**, *the only company in the United States that has the credential of a Certified LeSS Coaching Company*. Gene's, highly in-demand LeSS [classes](#), both private and public, are based on advanced system modelling and rich exosystemic perspective that includes intra-organizational dynamics and market realities.



# My Relationship To LeSS

More with LeSS

Up next: Real Life Examples & Anecdotes from Lean Agile Software Development Coach, 20 February, Online • 2026 Global LeSS Conference Tokyo, 8-9 October  
Courses: Certified LeSS Practitioner: Principles to Practices, 17-19 March, New York City, United States • Certified LeSS Practitioner: Principles to Practices, 18-20 March, Berlin, Germany

Personal Profile



Gene Gendel  
Organizational Design Consultant, Coach & Trainer



Gene Gendel is Agile Coach, Trainer and Organizational Design Agent and one of very few (around 100) Scrum Alliance Certified Agile (Enterprise & Team) Coaches (CAC: CEC/CTC) - the only one who resides in NY State today.

Gene is one of a few dozen of Certified LeSS Trainers and only one of the few that reside in the USA.

Gene's focus is on helping organizations and teams with improving system design and organizational structure and overall efficiency. Gene engages at all organizational levels: senior leadership, mid-level management, teams and individuals. To be effective as a coach, Gene uses various coaching tools and techniques, based on circumstances, while also leveraging elements of training and mentoring, to supplement his coaching.

Gene have successfully served small, mid-size and large companies. He has traveled to various parts of the world, while delivering agile training and coaching for his clients and employers.

Gene is an active member of local agile community (NYC), where he is known as a big proponent of community-wide, cost effective agile education. He delivers such education "to crowds" via personal presentations, organizing open-space agile collaboration workshops and retreats, group meetings and other community activities. Gene strongly emphasizes the importance and abide to 'ethics of agile coaching'.

He strongly supports Scrum Alliance (SA) in its efforts of "transforming the world of work". He is an active member of SA working group of coaches and trainers that has been involved in improving SA certification programs, by aligning them with LeSS.

Courses by Gene Gendel



📍 New York, New York, United States  
💻 Coaching Company: [KSTS Consulting](#)  
🌐 Web Site: <http://www.keystepstosuccess.com/>

<https://less.works/profiles/gene-gendel>



[LeSS Adoptions](#) | [Training On-Demand](#) | [Self-Study](#) | [Educational Partnership](#) | [LeSS Mentoring](#)

## Upcoming LeSS Training

This course is an introduction to product-centric organizational design, business agility and resilience, in the fast-paced and constantly-changing world of GenAI. Learning Large Scale Scrum (LeSS) organizational system gives a strong competitive advantage to individuals, in today's highly marketplace.

**Note:** This class is deeply discounted to make it LATAM – friendly.  
Please, reach out directly, if you have any questions.



03/03-03/04: Certified LeSS Basics

REGISTER FOR EVENT  
on Eventbrite

## Mentoring Towards Certified LeSS Coach (CLC) Credential

1. Do you wish to spearhead a meaningful LeSS adoption at your organization?
2. Are you interested in becoming a Certified LeSS Coach (CLC 1 and CLC 2), along the way?
3. Interested in achieving the above two goals with personal LeSS Coach mentorship?

### Get Mentored To Become:



[Read about the program](#)

<https://www.keystepstosuccess.com/large-scale-scrum-training/>

# About My Small “Me” Company



## One Stop-Shop For:

- ❖ Organizational and team structure and dynamics
- ❖ Executive coaching and consulting
- ❖ Individual, single team and multi-team coaching
- ❖ Upskilling Scrum Masters and Product Owners
- ❖ HR advisory: building talent and defining careers
- ❖ Training: Agile, Kanban, Scrum, Large Scale Scrum
- ❖ Workshops: product discovery & business agility
- ❖ “SAFe Recovery” Program (gradual improvements)
- ❖ Complimentary lunch & learn sessions



[www.keystepstosuccess.com](http://www.keystepstosuccess.com)

Follow us: <https://www.linkedin.com/company/ksts-consulting/>

# Historical Terminology Abuse

## Top-3 Abused Words

- 1) Agile
- 2) Enterprise
- 3) Scaling



Avoid This:

When put together, in the same phrase, they become “**Enterprise Agile Scaling**” – what seems to be the most popular and frequently used phrase, nowadays.

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Instead of using this phrase obsessively (titles, job descriptions, etc.), please consider the following:

- ❖ *If “Agile” != “Adaptive”, the word is probably misused*
- ❖ *“Enterprise” – does not always mean “huge”. A 50-person company (HR, Finance, Legal, Vendor Management, Business, Operations, IT) – is an enterprise. A 500-person IT Department alone – is NOT an enterprise.*
- ❖ *In order to SCALE goodness, you may need to DE-SCALE (remove) badness. Therefore, by obsessively focusing on scaling, you might be increasing (scaling up) levels of badness in the system (organization) ☺*



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# What Always Comes First

Organizational STRUCTURE –  
is the 1<sup>st</sup> Order Factor (Variable) that  
has impact on everything else in an  
ECOSYSTEM: behaviors, norms,  
values, principles, policies

# Agile Mindset Does Not Live On Its Own

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# STOP

STOP

STOP

*attempting to cultivate  
Agile Mindset*

*of mature adults, without improving*

# Organizational Design

*that surrounds them*

**“You cannot grow flowers in a desert. First, you must create a supportive habitat (oasis), where growth is even possible.”**

Organizational design is the 1<sup>st</sup> order factor that defines your system's dynamics. “Stuff” like: agile mindset, behaviors, norms, values, principles, policies – they can come only later.

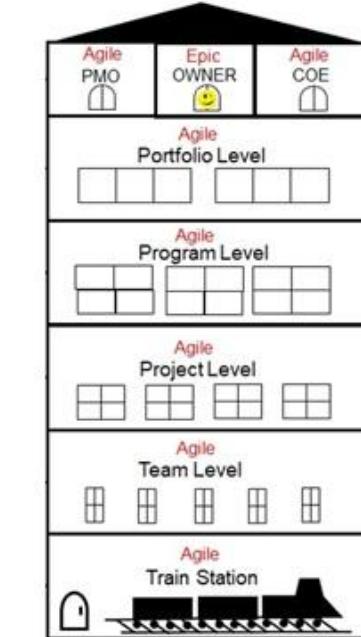


**Let's fix things in proper order!**

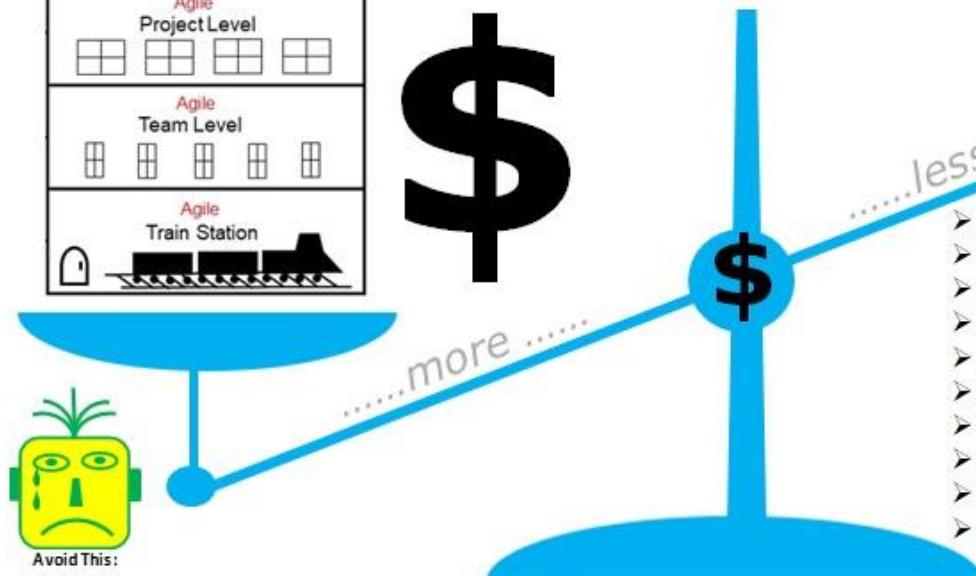


# Uncomfortable Truth: Economics of Agile

## \*Economics\* Of Agile Transformation



- *Traditional layered organization.*
- *Managerial "support in spirit".*
- *Broad & Shallow. Superficial Big-Bangs.*
- *Top: Lip service. Bottom: False, broken hopes.*
- *No experimentation, before applying widely.*
- *Participation by mandate and enforcement.*
- *Thousands of component developers.*
- *Thousands of business people.*
- *Hundreds of "left over people".*
- ***High, unpredictable investments.***

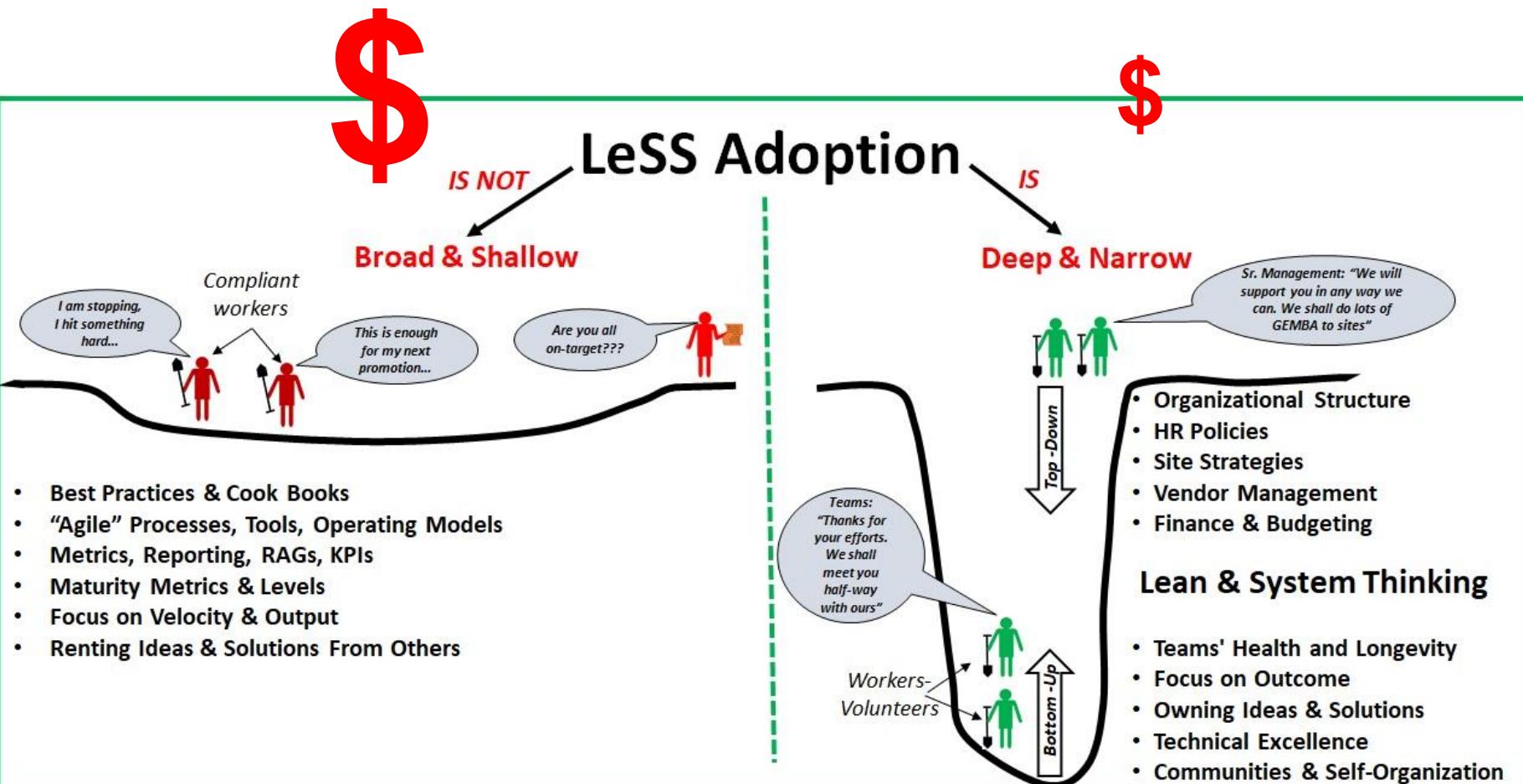


- ***Parallel organization. Flatter structure.***
- *Informed Consent by true leadership.*
- *Deep & Narrow: Systemic improvements.*
- *Meaningful efforts: Top-Bottom/Bottom-Up.*
- *Experimentation, before applying widely.*
- *Participation by volunteering/commitment.*
- *50-60 cross-functional developers.*
- *Small group of customers/users/SMEs.*
- *One Product Owner. A few Scrum Masters.*
- ***Limited, more predictable investments.***

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# Uncomfortable Truth: Economics of Agile



*When it comes to LeSS adoptions (right side: deep & narrow), what companies are focused on - matters a lot. Although focus may change over time, in LeSS adoptions, efforts are top-down and bottom-up - and they are complimentary.*

By Gene Gendel, 2020

## You may want to consider SCALING

*because your **PRODUCT** is widely defined and/or its definition grows wider*

## NOT

*because your **ORGANIZATION** is huge and you need huge “scaling” solutions*



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# Doing This For Good Reasons



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# 180°

## COURSE CORRECTION of “Agile Transformation”

*From:*

Traditional  
Organizational Structure  
(Layers, Siloes)

Traditional  
Team Structure  
(By Components)

Creating  
Many Team-Level  
“Product Backlogs”

Defining  
Many FAKE Products,  
Around Components

*To:*

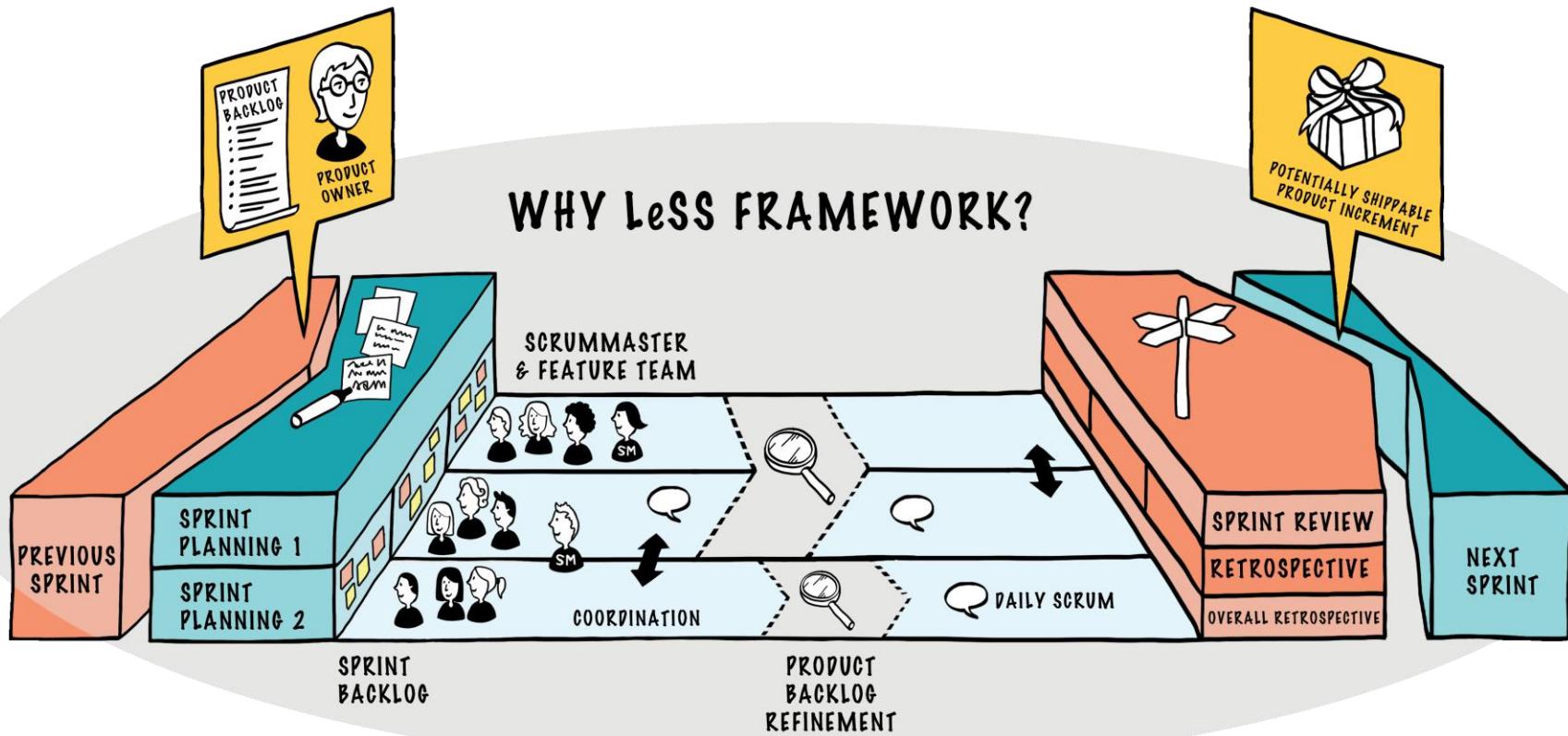
Defining  
REAL Products,  
By REAL Customers

Creating  
Product Backlogs,  
For REAL Products

(Self-) Designing  
Product Teams,  
Around REAL Products

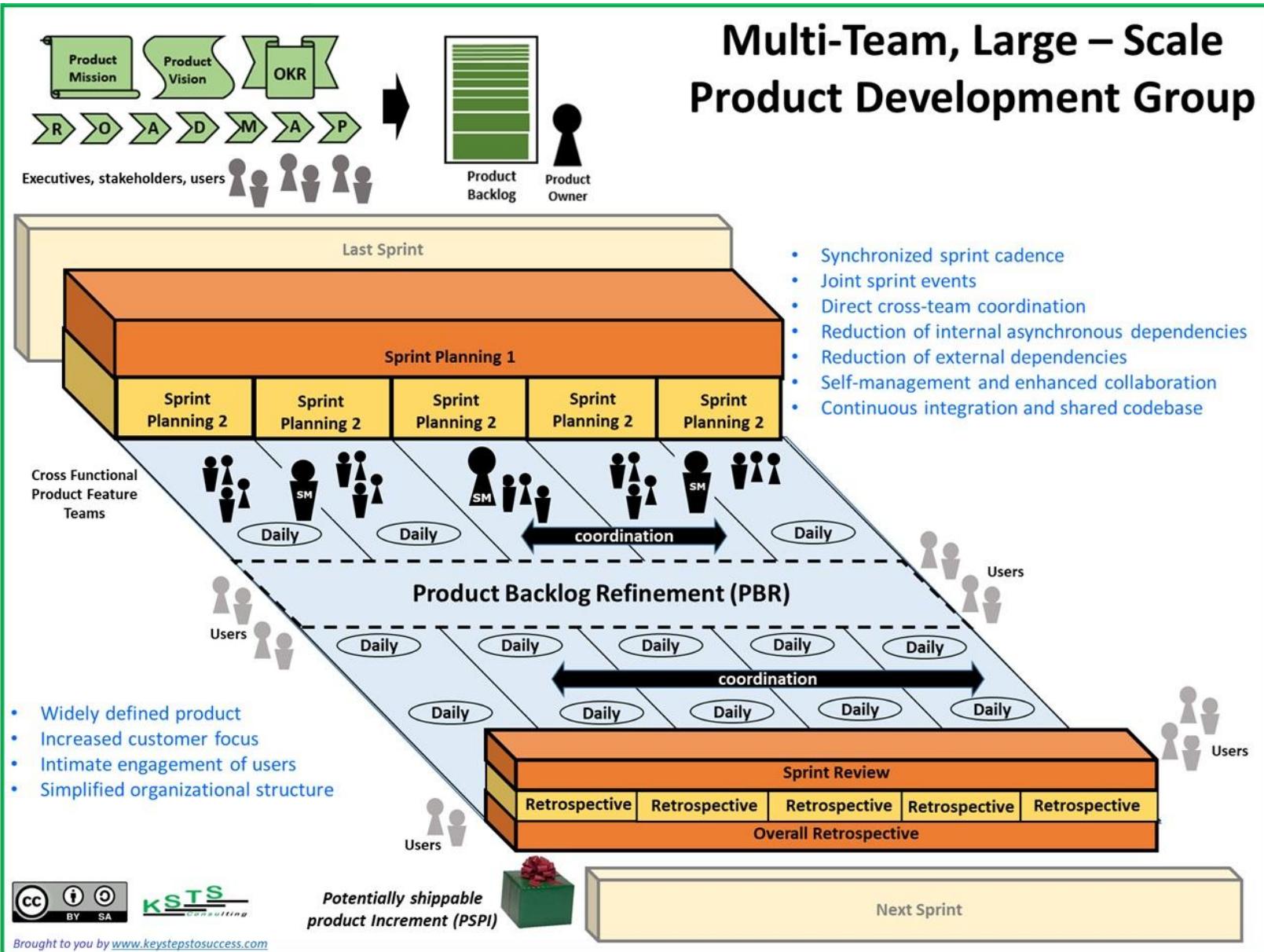
Deriving Structure  
Of Simplified  
Product Organization

# The Full Picture of LeSS



<http://less.works>

# The Full Picture of LeSS



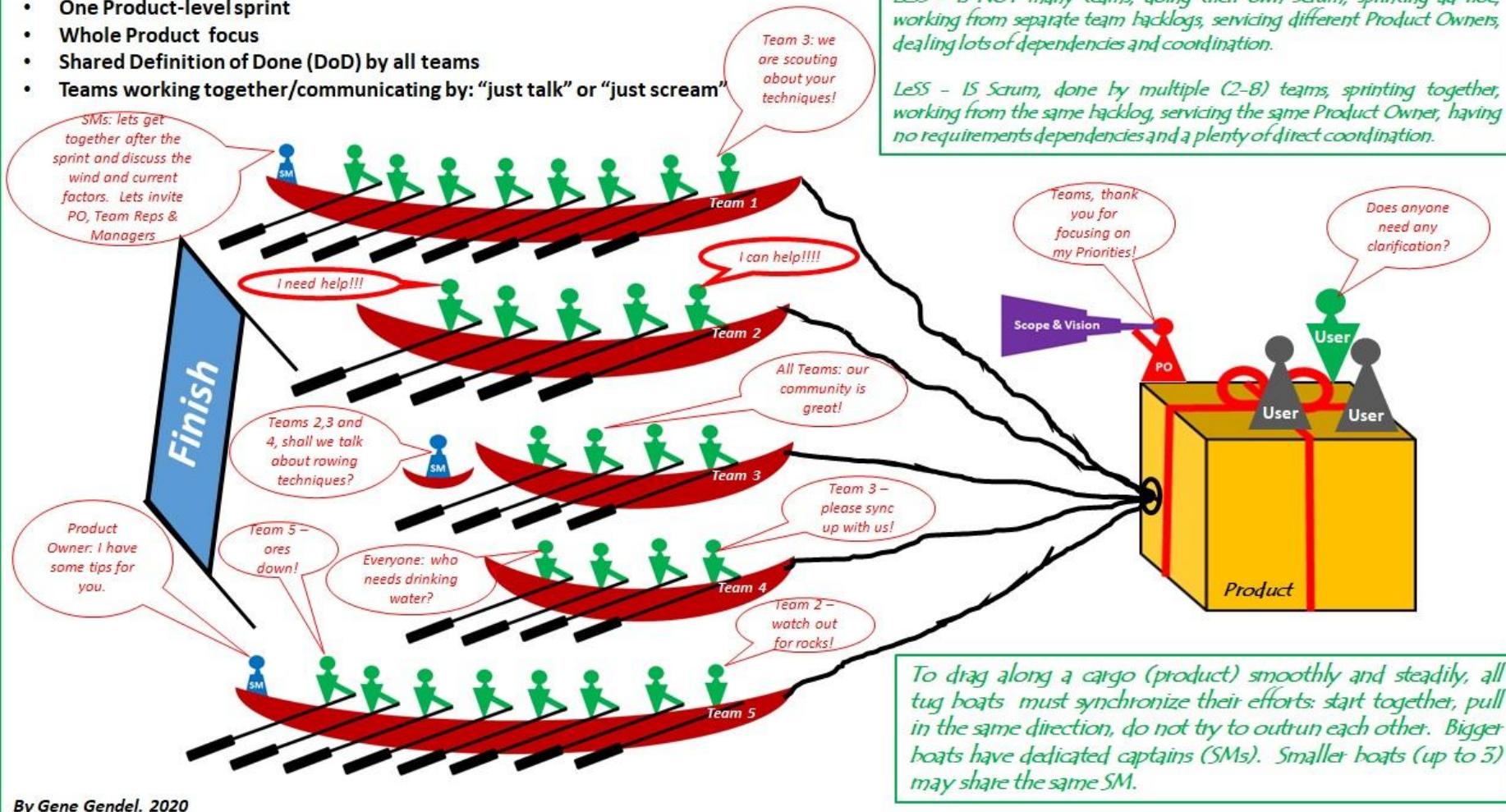
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Potentially shippable product Increment (PSPI)

Next Sprint

# The Full Picture of LeSS

- One Product-level sprint
- Whole Product focus
- Shared Definition of Done (DoD) by all teams
- Teams working together/communicating by: “just talk” or “just scream”



By Gene Gendel, 2020

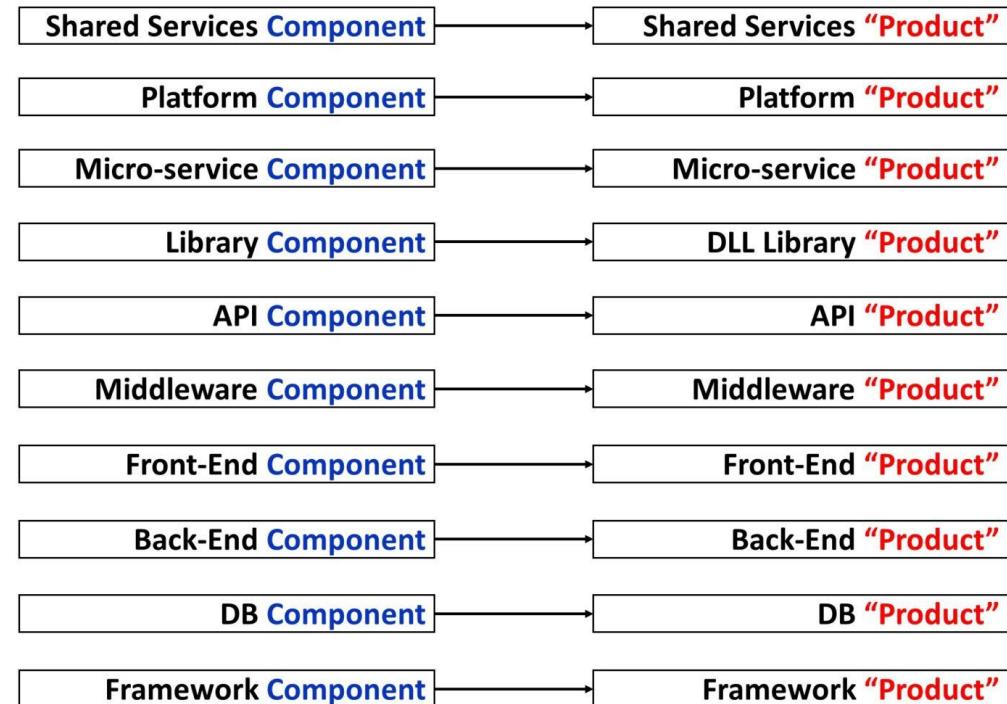
# Fake Productization → Fake LeSS Adoption



## “Productization” Gone Wild

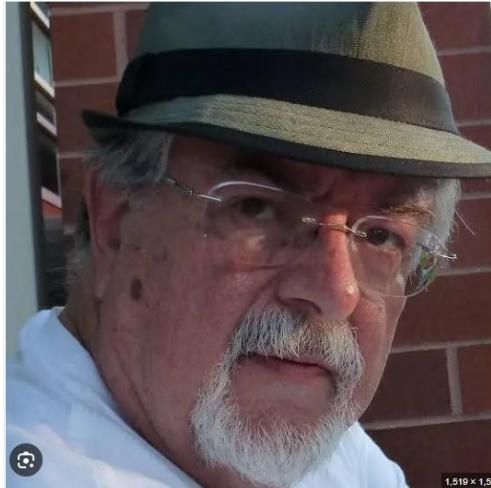
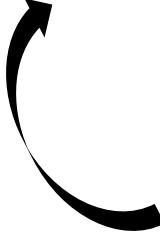
If the marching order is “**We Must Become a Product Organization FAST**”, whilst there is no true commitment to challenge organizational design, teams’ structure and traditional status quo, then we might be facing a lot of relabeling and terminology overloading:

- Component teams → feature / product teams
- Technical tasks → “technical stories”
- Components → “products”
- And.... “tech for tech products” ☺



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# “Dark” Scrum → “Dark” LeSS → “Dark” LeSS Huge



Manifesto Co-Author Interview: Ron Jeffries | Agile Uprising ...

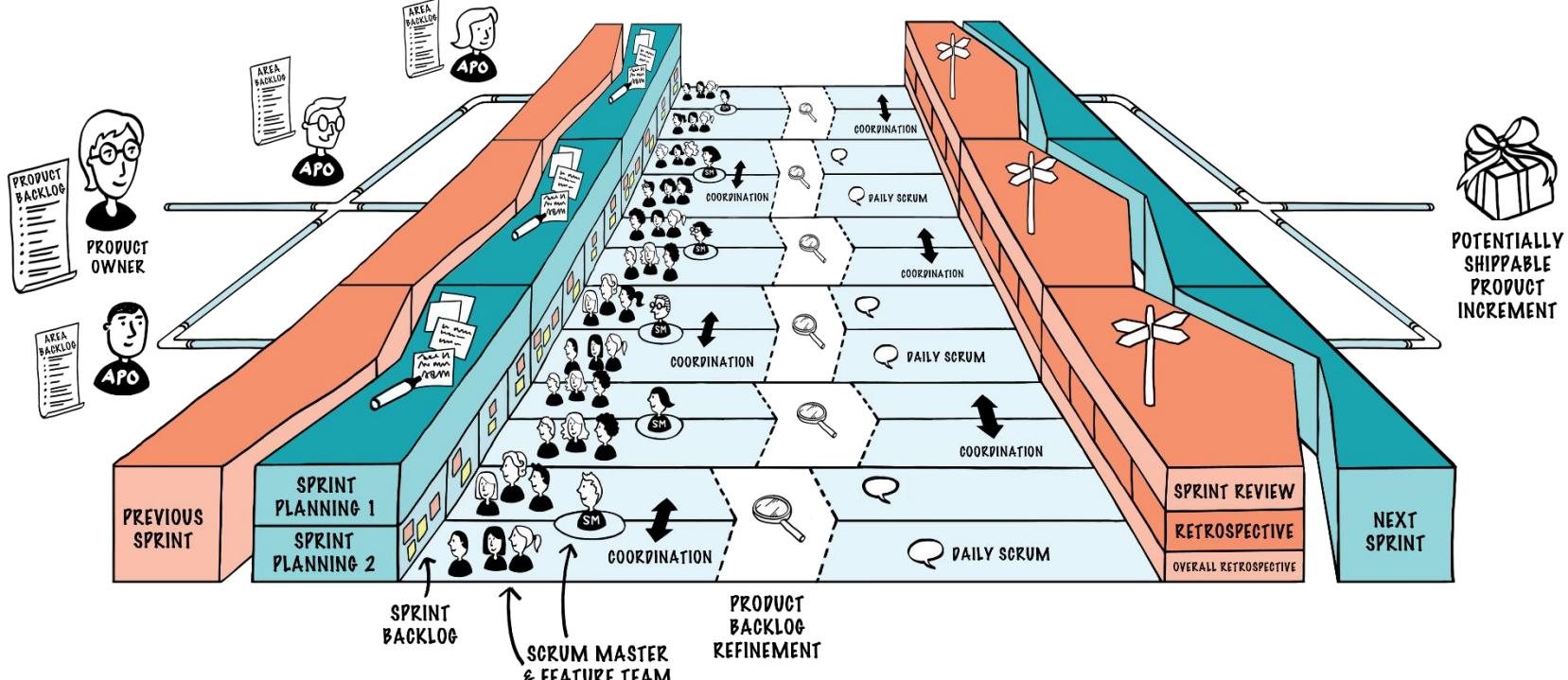
Visit >

Requirement Area	Development Area
organized around customer-centric requirements	organized around product's architecture
collective subsystem code ownership	code ownership per subsystem
temporary in nature; should change over the lifetime of the product, but not at every iteration	tends to be more fixed over the lifetime of the product
focus on the customer, using customer language	focus on the architecture, using technology language

Development areas are *not* recommended and are only shown to show the contrast with Requirement Areas.

<https://less.works/less/less-huge/requirement-areas>

# The Full Picture of LeSS Huge



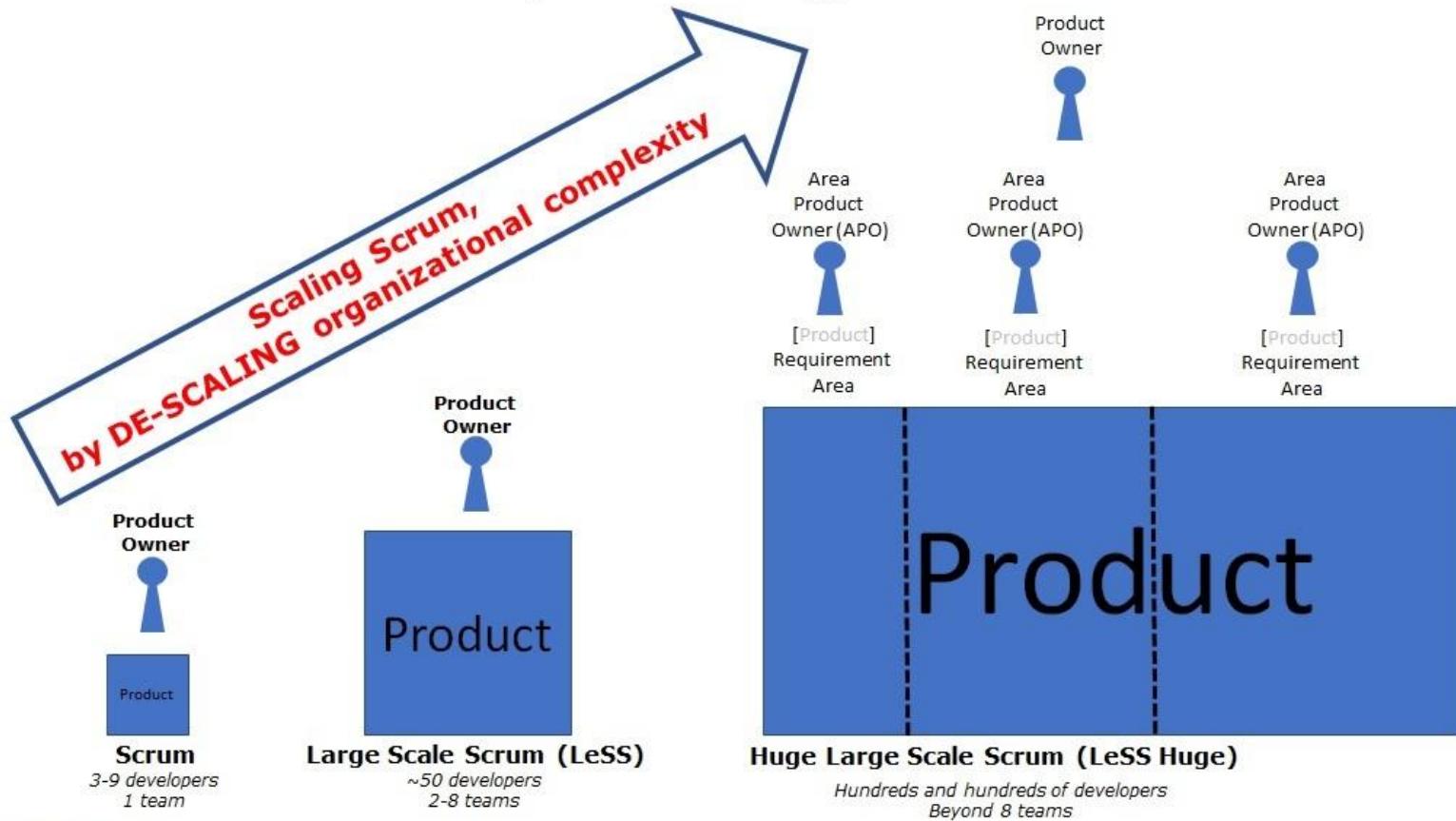
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# Product Size (Growth) Drives Scaling



## Scaling Is NOT The Goal

*(It is a necessity)*



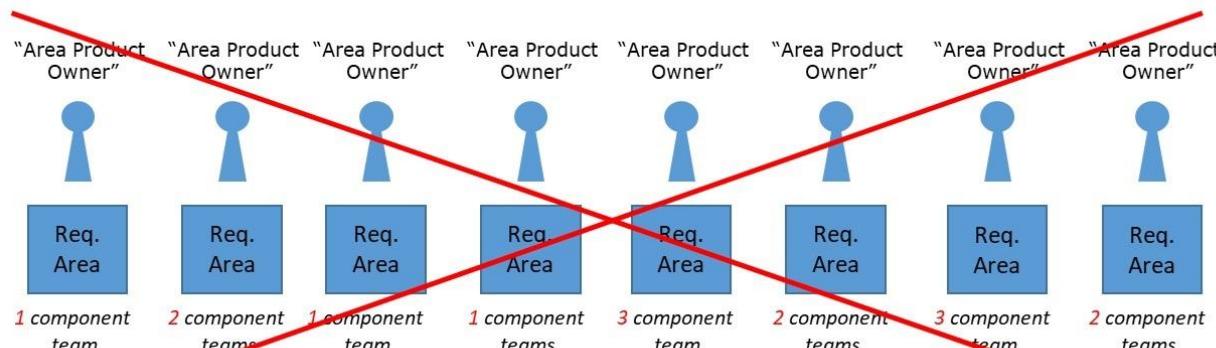
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# Tiny Requirement Areas In LeSS Huge – Bad Smell

## LeSS Huge

Avoid tiny (fake) Requirement Areas, with less than 4 Teams (a.k.a. Feature, a.k.a. Product, a.k.a. Scrum) working in each.

Try collapsing tiny (fake) RAs, by expanding your product definition (from a user's / customer's perspective)



Avoid This:



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# DO NOT Do This In The Name Of LeSS

- Eliminate roles
- Terminate people
- Abolish traditional structures
- Relabel everything into LeSS-like terminology
- Claim fake accomplishments

**Q & A**

# Synopsis

On my site: <https://www.keystepstosuccess.com/>

On Facebook: <https://www.facebook.com/people/KSTS-Consulting/61561671969644/>

On LinkedIn:

- Gene Gendel: <https://www.linkedin.com/in/ggnyc/>
- KSTS Consulting: <https://www.linkedin.com/company/ksts-consulting/>

On Meetup:

<https://www.meetup.com/large-scale-scrum-less-in-nyc/> (close to 6500)