**“Kata in the Classroom helps provide…foundational applied learning experiences through creating a new pattern of thinking.”**

– Charles Appleby, Vice Chancellor, Economic & Workforce Development,

Arkansas State University – Newport

Dear Educator:  
  
In the martial arts, a Kata is a pattern of fundamental movements to practice, and the term also appears in business circles to describe a routine that can be practiced and mastered. But Kata are not exclusively for martial arts or the business world. In fact, Mike Rother, author of *Toyota Kata*, the *Toyota Kata Practice Guide* and *Toyota Kata Culture*, has studied how Kata can be applied to turning scientific thinking into a practical life skill that K-12 students can easily practice and learn!

This November, I have an opportunity to train under Mike Rother as part of the 35th annual Association for Manufacturing Excellence (AME) International Conference. AME’s conference is the world’s largest gathering of continuous improvement and enterprise excellence practitioners from manufacturing, health care, government and other industries. Rother will teach a select group of us his two, 50-minute *Kata in the Classroom* exercises that are used by educators around the world.

On top of being an author, Rother is an engineer, a researcher and teacher who has been a member of the Industrial Technology Institute (Ann Arbor), the University of Michigan College of Engineering, the Fraunhofer Institute for Manufacturing Engineering and Automation (Stuttgart), and the Technical University Dortmund. He is a specialist in developing, activating and mobilizing human potential by making scientific thinking a daily habit.

As an educator, Rother is – like you – dedicated to sharing proven means of scientific-thinking skill development with future generations. To that end, he’s asked that all participants in his November workshop identify a partner educational institution in their local community with whom the two *Kata in the Classroom* exercises can be shared for free. I’m certain you are familiar with this as the train-the-trainer model.

I am interested in partnering with you to share my training. I would demonstrate the two KiC exercises to your team and even coach you in how to use the simple "Improvement Kata" pattern in any classroom – to help students scientifically approach problem-solving. The methodology is applicable to all K-12 students and will help them apply a continuous improvement and growth mindset both in and out of the classroom. KiC works with and supports any content. After an educator runs the KiC exercises they then apply the Improvement Kata pattern to their own content and activities. I’ll complete Rother’s training at a business conference, but the information he’ll share will be valuable to teachers and students in any subject area.

I’d appreciate the opportunity to partner with you to share this knowledge, which I’m certain will be beneficial for you and your students. The training I’ll need to complete will be directly with you so that you can take this knowledge and the Kata exercise and pattern back to your students.

Please find enclosed information about Kata in the Classroom that may answer some of your questions. You can also visit katatogrow.com/about for more information. I’d appreciate an opportunity to discuss this free training once you’ve reviewed the flyer. Please contact me at ###-###-### or name@domain.XXX.

Regards,

NAME  
TITLE, ORGANIZATION