

## Setting the Direction of Your Company Improving the Performance of the Supply Chain

### About this workshop

If your organization is not reaching maximum operating profits, then something is blocking it from improving. These obstacles to improvement are called CONSTRAINTS. By focusing on constraints as a total organizational issue rather than a local (departmental) issue, you can drastically improve the efficiency of your entire operation.

Using The Theory of Constraints The Goal Institute has carefully analyzed company direction-setting practices, especially through marketing and sales. Thousands of managers have seen examples, through Dr. Eli Goldratt's bestsellers The Goal and It's Not Luck, of how to tackle management issues in their department, in 3 straightforward steps:

- Knowing What to Change
- Knowing What Changes are Required
- Knowing How to Make the Changes Happen

The Theory of Constraints, which participants will be applying, is founded on the premise that today's market situation is characterized by fierce competition, pressure on prices and global uncertainty. Overcoming your own operating constraints demands unprecedented partnering with suppliers, customers and employees. This seminar shows you how to overcome conflicts and constraints that occur in everyday business, and how to achieve a lasting solution.

This course shows you how to overcome your most difficult strategic planning challenges by teach you how to:

1. **Identify Organizational Constraints**  
Analyze your decision-making processes with regard to identifying your company's constraints, product mix decisions, process improvement efforts, measurements and the resulting bottom line impact of each decision.
2. **Systematically Remove Your Constraints**  
Resolve long-standing conflicts between levels and functions, gaining complete buy-in.
3. **Immunize the Future of Your Company**  
Deal effectively with the competition, both for the short-term and long-term.
4. **Strengthen Your Organizational Vision**  
Resolve the conflicts between shareholders, the employees and the customers, regardless of the uncertainties in market demand.
5. **Innovate and Problem Solve**  
Amalgamate five powerful avenues of solution.
6. **Accelerate Improvements**  
Effective approaches to accelerate your ongoing improvement process.