



# Bottom-Line Manufacturing Leadership

## fact sheet

### Objective:

A “hands-on” **computer simulation workshop for operations managers** from all factory functions and production environments. Learn how to make sound decisions to manage the supply chain, affect lean production, increase inventory turns and thereby sharpen profitability in a brutally competitive global marketplace.

**Features a rich detailed computer model of a (plant) manufacturing center** complete with multiple products and shops and a supply chain with several vendors and procurement options. Additionally, there are various bills of materials and inventory levels, costs, crises and morale issues. There are even simulated people to lead and a mini-materials management system to apply.

Instead of fighting fires, **participants learn how productivity, quality and costs are tied together**. They learn how to use spreadsheets to staff and manage volumes, capacity planning, sourcing and vendors and the impact of managers and supervisors on customer service and morale. While working, participants learn effective change management skills.

Participants **learn in small manufacturing teams**. There is detailed orientation to the simulated factory and to the critical operation tools and techniques they must master. They learn how to make trade-off decisions to achieve customer and management targets and how to lead the simulated people and their live teammates. The computer then analyzes their decisions and provides immediate feedback on results, so participants learn from the consequences of their own decisions. Daily team presentations on objectives, strategies and results ensure that the lessons learned are shared. The optional “Best Practices” Panel and the Post-Graduate assignment ensure application back on the job, the Monday after graduation.

### Key Learning Points:

- **Lean Production** - Understand and apply modern process mapping, capacity analysis and production controls
- **Global Supply Chain** - Understand how to forecast requirements, manage the entire supply chain, multiple vendors on several continents, perform risk analysis and thereby enable lean manufacturing
- **Inventory “Turns”** - Be able to increase inventory turns, read constraints, balance production lines and remove bottlenecks
- **Sharpening Profitability** - Manage business for short term and long term profit; by analyzing fixed and variable costs, investments in capital equipment, “make or buy” decisions and analyzing product profitability
- **Integrating Quality** - Managing for quality under the ISO 9000 series and your firm’s quality program (e.g. Six Sigma)
- **Workforce Management and Morale** - How to build work force flexibility, participation and self-direction
- **Change Management** - Cope with stress of change in operations; plan and implement new product processing
- **More with Less** - Apply software tools to improve productivity, quality, service and cost effectiveness, with limited resources; without adversely impacting staff morale
- **Applications** - Contribute to a “Best Practice” Panel in key phases of your company's operations and implement a Post-Graduate project to achieve “more with less”

### Recommended for:

Managers in all areas of manufacturing operations, management interns and those who support and effect manufacturing/operations areas - i.e. information technology, finance, sourcing, etc.

**Length:** 4 days