

THE JONAH DAY

Help with your Constraints from an Expert TOC Trouble-shooter

- Those of you who have read the book **The Goal** will remember the time when Jonah called to see just what Alex was struggling with at the plant. Alex has only 3 months to turn his factory around and needs help. He turns to his old professor - Jonah
- On the day Jonah came he walked around the plant, asked many questions, and quickly convinced the team that not only did he know what he was talking about in terms of what was holding the company back - he also knew how to move forward.
- Jonah used a simple and clear process of analysis based around the five steps of focusing contained within the TOC approach. These are:

1. Identify the constraint
2. Exploit the constraint
3. Subordinate all other activities to the needs of the constraint
4. Elevate the constraint
5. Once the constraint has been broken, go back to step 1

So.....have you ever wanted to have "Jonah" come and visit your plant?
Well, now you can.

For one day, Dr Ted Hutchin - one of the leading TOC practitioners and educators in Europe and author of three books on TOC covering operations/supply chain, programme & project management and leadership/change management - will come to your company, meet your people, from the senior team to the shop floor, and ask many questions based around the first three steps of the TOC process outlined above.

He will then use the information provided to offer a critique of the current situation, based on the application of the TOC tools and techniques. This will facilitate the discussion necessary to gain consensus as to what the constraint is today, and what steps will be needed to address it.

- If you are familiar with **The Goal**, the day will bring the book to life for you, and you may even find yourself relating strongly to the characters, seeing yourself, and your colleagues, in the story and also in the way forward!

- With the approach described in **The Goal** you can generate business results quickly. In our experience companies typically gain ten times the level of investment in TOC back within 12 months of going live. Indeed, many companies report significant gains, operational and financial, just from having the management team read, discuss and try the ideas used in the book!

The day is not limited to just manufacturing companies. Our experience at I & J Munn covers a wide range of organisations from engineering to hospitals, from job shop to project driven, from the very large to the small - so any type of organisation will benefit from this day.

The fee for the day is £ 750 (ex VAT and travel expenses), and Dr Hutchin will send you a written report shortly after the visit is completed.

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If you would like further information or wish to arrange a visit at a time to suit you and your organisation, please contact us by telephone or email:

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