

## Key Takeaways from the Training

- The ability to identify real and permanent opportunities, quantify them and avail them successfully
- Learn to a reduce Non-value-added activities / time in a process
- Eliminate Constraints in functional areas to develop sprint capacity and improve throughput.
- Know the variables that can be changed to enhance competitiveness
- Know the ways to implement changes with co-operation from workforce.
- Get empowered to challenge the status quo in all areas. with improvement as objective
- Enhanced Competitiveness, Efficiency, Delivery, Capacity and Profits for the Organization.

## Deliverables

1. Training + 2 handholding meets
2. Softcopy of course workbook for distribution to all participants.
3. Report of the Training summarising all opportunities, for use as a reference manual.

## Course Details

### Participant's Profile

- CEO, COO, CFO, MD
- GM/DGM/AGM
- Sr. Managers /Managers
- Deputy / Asst managers
- Heads of department/Branches
- Entrepreneurs

### Industry Profile

- Manufacturing Companies
- Contractors, Builders
- Process Industries
- Engineering Industry
- MSME's, OEM's
- Retailers

**Batch Size :** 25 (Twenty Five)

**Pedagogy:** Socratic style of teaching is followed. Problem solving, case studies, DIY, Group exercises reinforce the learning.

**Workbook:** A customized workbook is given to each participant.

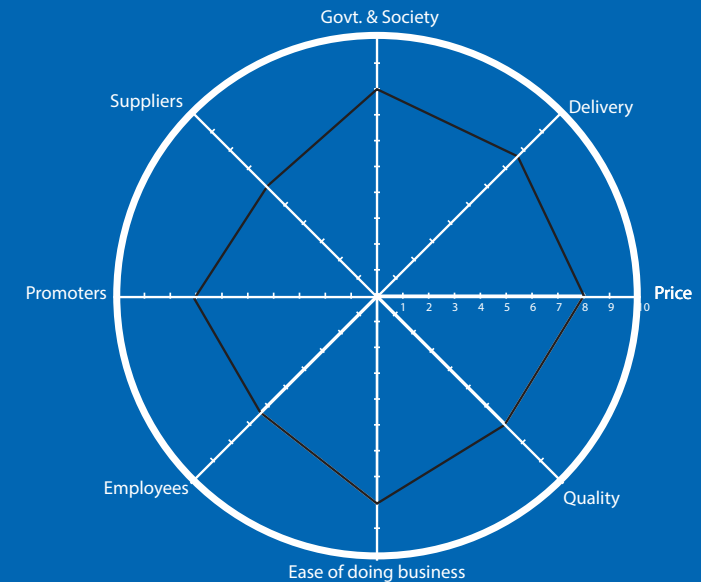
### About DeltaEta

Founded in 2013 by Mr. Ninan P Chandy, leveraging the experience gained in successfully turning around a manufacturing company. DeltaEta also provides consultation & guidance to implement 5S.....

**Delta & Eta** - Greek for Change and Efficiency is what we guide Enterprises to achieve.

# Enhance

Customised training to improve  
Competitiveness & Efficiency  
+ Handholding to avail benefits



## Wheel of Competitiveness



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**“Competitiveness”** is the inner strength which enables companies to raise their performance when needed, succeeding where chances are slim and winning against stiff competition, like in High jump



This holistic capability can be improved continuously in a scientific and systematic manner, enabling companies to hurdle over crisis moments with ease.

*“The time to fix the roof is when the sun is shining”*  
*John F. Kennedy*

**“Efficiency”** is the ratio of Output Values to Input Values. Efficiency can be improved by increasing the value of numerator or by decreasing the value of denominator or better altering both.

Improving in many areas compounds the gains to improve the Organization’s overall efficiency, which can be summed up as

$$\sum_{i=1}^n \Delta\eta_i = \Delta\eta_1 + \Delta\eta_2 + \dots + \Delta\eta_n$$

where 1,2....n are opportunities unearthed to bring the change

DeltaEta, practitioners in enhancing Competitiveness since 2013, has designed and developed this Objective based Training (OBT).

DeltaEta handholds the participants as teams to identify and availing opportunities to improve, thus ensuring that learning from the Training is translated to benefits.



## SESSION DETAILS

### Concept

- Session 1 : Introduction & Ice breaker
- Session 2 : Competitiveness & Self-assessment.
- Session 3 : Why, Where and What to reduce?
- Session 4 : Improve capacity without Capex
- Session 5 : Group Exercise 1

### Application

- Session 6 : SNAP (Study of No Action Points)
- Session 7 : Cost of working capital
- Session 8 : Design -Catch them young
- Session 9 : Quick winner
- Session 10 : Group exercise 2
- Session 11 : Breakeven, the starting point.

### Implementation

- Session 12 : Influencers
- Session 13 : Techniques, Pitfalls, Tools
- Session 14 : Don’t Reinvent the wheel.
- Session 15 : Methodology & Start of project

### Handholding Sessions

2 sessions within 1 month of Training to review and validate identified opportunities and establish metrics.