

A Quality Program by Break Thru Six Sigma

# Profit Based Management Workshop

Advance Management Series I

A Practical Program for MANAGERS & EXECUTIVES



# Advance Management Series I

## Profit Based Management Workshop

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### Hyper-competition Forward, No Turning Back

- > When business is going to hypercompetitive mode, we require cutting edge business management skills. In Advance Management Series I, we begin your journey that will open up new possibilities in your business to compete and double your business bottom line.

This course has proven to provide executives all around Asia the know-how with great two days experiential learning.

### Who Should Attend: In search of Getting Real Results

Managers, Executives  
Dealing with Operations

- > Many business managers and executives have experienced training and consulting that delivers phantom improvement. We truly understand that. We believe otherwise.

We help you learn how you can take on your business in the long term and ensure to produce absolute returns to your business. You will learn proven methodologies that are used by real consultants in getting results to your bottom line.

Warehouse, banking, call centers, road traffic, restaurant, toll plaza, factory, air port, event traffic operations.

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### Advance Innovation Management Formula

- > Advance Innovation Management series is designed specifically for those who foresee the future belongs to those who could manage innovation in their business:

#### **AIM: Holistic Leadership + Innovation + Scientific Approach**

*Holistic Leadership:* Learn the elusive insights of great business management

*Innovation:* No business will exist in the long term without innovation. Learn to double your business innovation and profit!

*Scientific Approach:* Use the power of science to help manage business effectively through proper control and risk assessment.

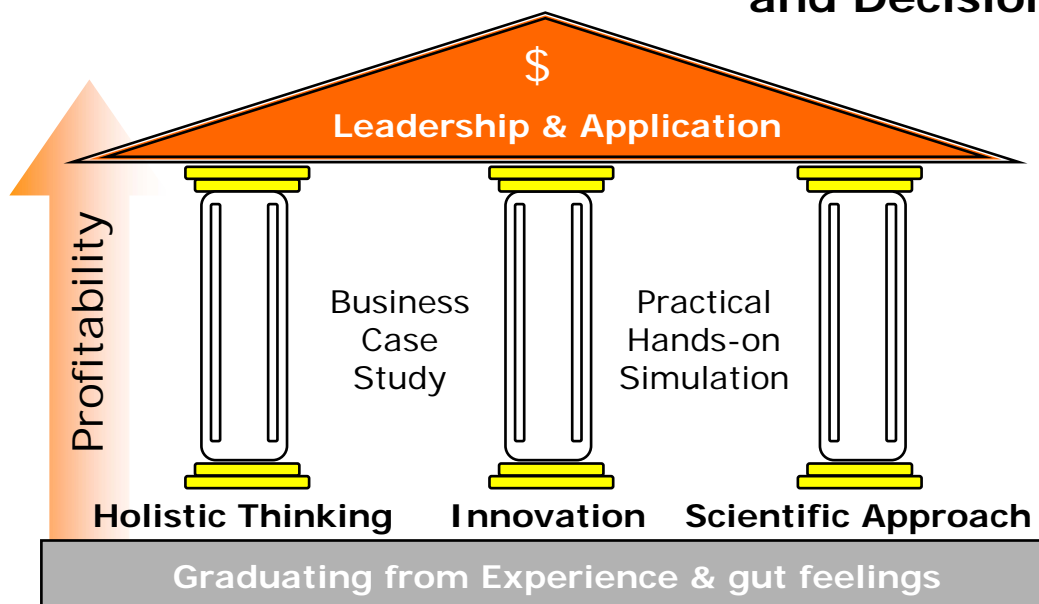
# Advance Management Series I

## Profit Based Management Workshop

### The Difference that Makes the Difference

- The days of relying on experience and gut feelings are gone. Large multinationals and local businesses continue to focus on faster and consistent way to perform, moving from traditional experience gut feelings to sound methodologies and reliable techniques that help them

**accelerate the process of Innovation and Decision Making.**



"I am convinced that if the rate of change *inside* the institution is less than the rate of change *outside*, the end is in sight. The only question is **timing of the end!**"

**Jack Welch, ex-CEO of General Electric**

- There is a need to challenge your current skills in dealing with risks and changes in today's environment, Take the challenge and we guarantee to break your old paradigm and replace it with a much better one.

We'll throw in our full commitment and have a full refund on us. We mean business!

# Advance Management Series I Profit Based Management Workshop

## David that Took Down Goliath

- > David brought down Goliath, armed only with slings, stones, without armor. David knew how to leverage on Goliath's weakest point. Giants can and will be brought down.



### Take this Giant: Bethlehem Steel

Founded by Charles Michael Schwab in 1904

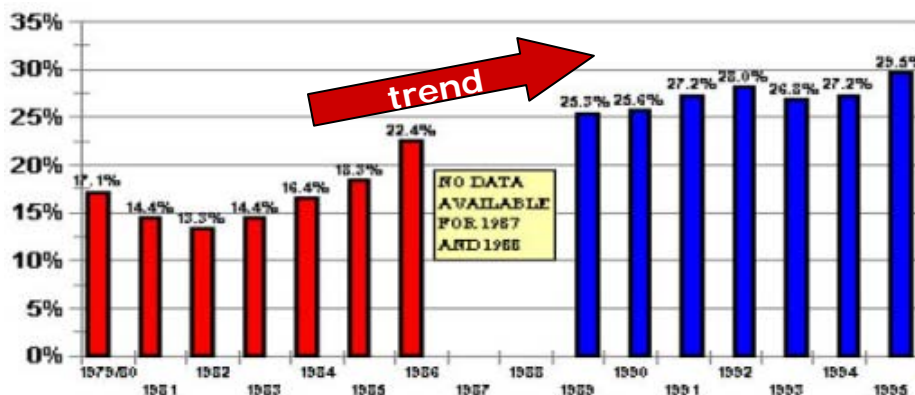
- Builder of 1127 ships during WW II
- Built Golden Gate Bridge
- Supplier of metal for bridge and tunnel from New Jersey to Manhattan

Just after the FORTUNE 500 started, Bethlehem ranked No. 8 on the list. In its last appearance, on the 2002 list, it was 440—and about to die. Today, it is bankrupt. Old is not Gold. Experience will not save the day.

### Another Giant: United Airlines

Filed for bankruptcy on December 2002. They were losing 20 million every day. Source: wsws.org

The general trend is, bankruptcy rate is undoubtedly moving higher. Be prepare to learn strategies to outdo your competitors and spearhead with innovative service and products.



Bankruptcy Rate in U.S. from 1980 to 1995

# Advance Management Series I Profit Based Management Workshop

## There are many Davids Out There

> **We** believe you can be David that takes down Goliath. Regardless of your company size, we teach participants how to zoom in and focus on what truly matters. How did the shepherd boy, David, face the mighty Goliath? David denied protection from armor and was equipped only with slings.

But David knew Goliath's face is the weakest point.

This course provides the practical analytical skills on how to manage a business by securing your weakest link. Profit Based Management is the first course among three foundation course in Advance Management Series I. Individuals like you can make a difference!

## Advance Management Series I

### Course#1

#### Profit Based Management

"Learn how to analyze business holistically. System's thinking"

1

### Course#2

#### Advance Innovative Thinking

"Innovate your business that impacts bottom line. Innovation."

2

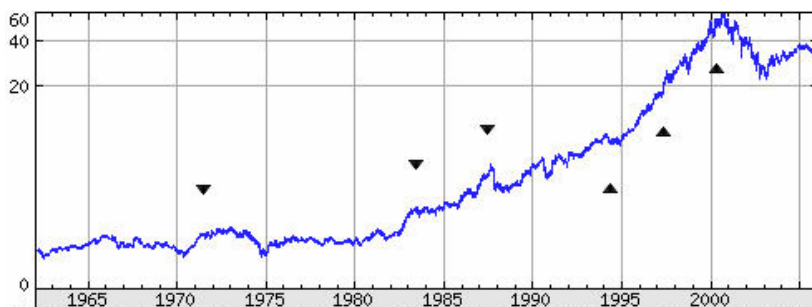
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### Course#3

#### Break Thru Six Sigma

"Learn scientific approach in understanding how systems behave. Quantitative approach"

### General Electric (GE): Leader in Business



Learn the difference that Makes all the difference

- Business Driven
- Innovation
- Scientific Thinking with Six Sigma

# Advance Management Series I

## Profit Based Management Workshop

### Profit Based Management Outline Day 1

- **Introduction to Profit Based Management (9:00 – 11:00 am)**

Are you tired of team activities that promised high returns but ended up with just virtual savings that never existed? We are. We have heard so many companies embarking on their journey of improvement. The fact is, businesses are still not competitive and many have migrated to other countries.

*Introduction to Advance Innovation & Management Series  
The Need to Focus on What Matters*

- **Learning the Structure of Our Mind (11:00 – 12:30 pm)**

Many say business is too competitive and complex these days. We agree. The whole way of doing business is different. Different people do it differently, the problem is, you need to find out if your way of managing a business is truly effective. First, you will need to know what is in your head.

*What is in your head when it comes to Management?*

- **Structure for Profit Based Management (1:30 – 2:30 pm)**

Business is business. Know the basic rules in business and move on from here.

*What is business anyway Keeping Business Simple - PQCDMS and T, I, OE  
Keeping Scores in Business – Understanding Management Accounting*

- **How to use Product Costing for Strategic Focus (2:30 – 5:00 pm)**

Learn that costing is not only related to the price you are going to sell. It can be turned into a strategic weapon to improve your business. Firstly, you will need to demystify the traditional concept unit cost and learn to view costing from holistic view. Suddenly, you will find your business is a different game altogether.

*The Illusions of Unit Costing  
How to Compete Your Product Costing with Giants  
Strategizing Business Products & Costing  
Business Simulation Game*

- **Wrap up (5:00 – 5:15 pm)**

*Strengthen your weakest link  
And leverage on Competitor's  
weakness!*

# Advance Management Series I

## Profit Based Management Workshop

### Profit Based Management Outline Day 2

- **Introduction to Profit Based Management Day 2 (9:00 – 9:30 am)**

In day two, we look at how your organization shift gear to higher speed, quality while optimizing your costs.

- **Dealing with Operations (9:30 – 11:00 am)**

Most organizations deal with cost cutting. A handful of organizations today focus on quality. Not many organizations truly focus on what customer wants. Learn the effective way of making real changes that affects the whole operation positively.

*Timing & Work Inventory  
Technology that Reduces cycle time*

- **Dealing with Quality: What is it Anyway? (11:00 – 12:30 pm)**

Six Sigma says Quality is important. We agree. You cannot survive today without quality in your product and service. But knowing how to manage quality is a different matter when you are facing complex operations and uncertainty in your business. We are interested in answering this question: How to manage Quality effectively. Why? You don't have all the resources, time and money in the world to improve quality in all aspects. Knowing where to focus will be key to successfully managing quality.

*Where to focus on Quality*

- **Dealing with Cost Reduction (1:30 – 2:30 pm)**

Most companies today focus on cost reduction. Business expense is the key component that drives business. Learn how to strategically drive business by reducing operation cost and improving productivity at the same time!

- **Leadership factor (2:30 – 4:30 pm)**

In leadership factor you will learn top leaders in the world and why it remains to be one of the most important factor that is going to move your organization to a higher level of performance and profitability

*Lessons from some of the most successful organizations  
Top Leadership Qualities that Makes Real Leaders Successful*

- **Wrap up (4:30 – 5:15 pm)**

Quiz & Assignment

# Advance Management Series I Profit Based Management Workshop

## *"Demystify Today's Management Practice"*

As today's executive and manager, you are go beyond Six Sigma, Lean, TPM, Activity Based Costing and other traditional management practice to



## **Profit Based Management!**

Many participants from Philippines and Malaysia have commented...

*"This is truly an enlightening course"*

*"This is how knowledge needs to be taught"*

"Today, organic growth is absolutely the biggest task. I want imagination Breakthroughs... I want game changers... If we don't hit our organic revenue targets, people are not going to get paid!..."

We are just a moment away from Commodity hell!"

**Jeff Immelt,**  
CEO of General Electric



imagination at work



**A Program by Break Thru Six Sigma**

**"The Business Thinking  
that doubles Your Creativity  
and Tripples Your Business  
Potential"**

**Learn Through Practical  
Business Simulation**  
Holistic Thinking in Analyzing System  
Throughput vs. Cost World Thinking

**Advance  
Skills**

**PROFIT BASED MANAGEMENT**  
ADVANCE INNOVATION MANAGEMENT SERIES



**Widely  
Accepted  
By Hundreds  
Of Executives  
And Managers  
Throughout  
Asia**



# Advance Management Series I Profit Based Management Workshop

## > Course Leader I

**Jay Chiew**, Consulting Partner with Break Thru Six Sigma Sdn. Bhd., has been working with Total Productive Management, Theory of Constraints and Six Sigma for more than 8 years. He is experience in managing & implement operational and productivity improvement systems and serve companies including Sony and Motorola.

He was a speaker and workshop facilitator for Theory of Constraints 2003 Conference. He was also an engineering lecturer in Leicester University First Year Engineering programs, holding an Honors degree in Mechanical Engineering from Iowa State University. He was part of the research assistant in one of Ames Laboratory projects in United States (1992).

Jay Chiew's customers includes Panasonic, The Star, Singapore Technologies Assembly and Tests, Omron, Epson, Nestle, Agilent and many more, providing key driving Management practice such as Six Sigma, Total Productive Management (TPM), Theory of Constraints (TOC) and other change management methodologies.

Jay Chiew is a sought after business and public speaker in Malaysia, Singapore, Indonesia, & Philippines.

## Partners & Associates

This program is jointly brought to you by Break Thru Six Sigma, Banz, Optimal Expert Management Systems & ProModel, Career Track and ONC Consultants providing excellent value and services.



Providing Knowledge  
Of Science in Business



World Class Business  
Modeling Tools for  
Business



Provider of Technology  
for Operation Excellence



Empowering Organizations  
via Human Capital  
improvement



PBM Workshop &  
Event Organizer



Job Search and  
Providers for all

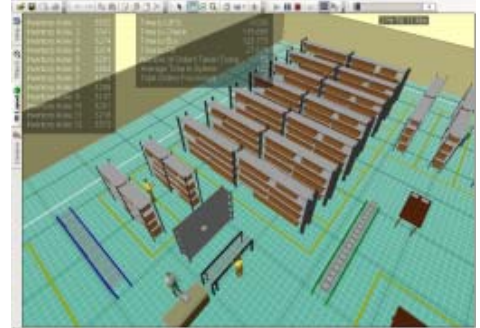
# Advance Management Series I Profit Based Management Workshop

## > Course Leader II

Mr. Peter Lim Teck-Boon, graduated from the School of Industrial Engineering from The University of Oklahoma, USA, in July 1995, now pursuing his MBA with University of Charles Stuart of Australia, has been a AllianceMFG ERP certified installer as well as a ProModel Approved Simulation Trainer since 1998 & 1999 respectively.

Prior to his appointment at Solutions Research Centre Sdn Bhd, Mr. Lim worked for MegaSteel Sdn Bhd (KL) for two years as an industrial engineering executive, helped set up a M\$2 billion Compact Strip Production steel mill.

As a senior Manufacturing Consultant of Solutions Research Centre S/B (SRC), Mr. Lim overlooked the promotion, technical supports, as well as the consulting service of various solutions including simulation & optimization solutions of ProModel, MedModel, ServiceModel, and ProcessModel, Final Capacity Scheduling solution from Preactor Inc, MRP II package from Exact/ AllianceMFG, Advanced Calculation & Mathematical products from Wolfram and various other software systems.



Warehouse, banking, call centers, road traffic, restaurant, toll plaza, factory, air port, event traffic



Some of our Clients:



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### Course information:

Date of Workshop: 5 – 6 April 2006 (2 days)

Professional Fee : RM 1250.00 per day (early bird, before March 1)

RM 1400 (normal) per person. Ask for group discounts!

Venue: PJ Hilton

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### Participation of Learn to Earn program

Participants are entitled to learn to earn program upon successfully completion of each individual program. Participants will receive rebate up to 50 % when successfully apply learning points into projects that affect bottom line.

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### Be Prepared to Get Results!

We encourage our participants to put what they learn into a project to achieve real ROI. Spend a complimentary day with our consultants to identify ways that will quantum leap your business with minimal risks!

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### How to Register | Terms and Conditions:

1. Checks made payable to 'Skiltech Sdn. Bhd.' Checks can be mailed or directly transfer funds via Bumiputra Commerce Bank
  2. All outstation (away from Klang Valley) traveling and accommodation costs are not included in professional fees.
  3. Cancellation must be made 5 working days prior to the commencement of training date. Refund of 80% is given upon successful cancellation.
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**Tel:** Peter Lim (+6016-2130-999), Jay Chiew (+6017-3610-237)  
M. Manogaran (+6012-3089-035), Bryan Tan (+6016-2272-275)

**email:** tblim@oemscorp.com, mano@consultonc.com, jay@breakthrusixsigma.com

**Website:** www.BreakThruSixSigma.com

# Advance Management Series I Profit Based Management Workshop

## Registration Form

Fax to +603-5621-9029

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Email: \_\_\_\_\_

Address: \_\_\_\_\_

Contact No: \_\_\_\_\_

Your Particulars

First Class

5 & 6<sup>th</sup> April

2006



Venue: PJ Hilton

### Fees:

- Early Bird Workshop Fee (before March 15), RM 900 per day
- After March 15, RM 1000 per day
- Group discount – 3 or more, additional 15 % savings



Includes course material, luncheon, refreshments & administrative charge.

Accommodation is not included in the training fee. To reserve accommodation at the training venue, please contact the hotel at +60-3-79559122 and be sure to mention You are attending training Profit Based Management Workshop.

### Payment Method:

Checks made payable to 'Sai Integrated Skiltech Training Sdn. Bhd.' Class A Training Provider. Ref: 0988. Checks can be mailed directly to:

Sai Integrated Skiltech Training Sdn. Bhd.  
16A, Jalan Jimat 25/87, Taman Sri Muda, 40000. Sek 25, Shah Alam,  
Selangor.

### Contact Us:

**Tel:** Peter Lim (+6016-2130-999), Jay Chiew (+6017-3610-237)  
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