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Home> The goal. A process of continuous improvement of customer libraphors goal. A process of continuous improvement. Elyahu M. Goldratt. Daaz Ediciones de Santi, Madrid, 2005. Translation by Andr   s    Fernandez Romero. It's not common to find business-  self-Help   books that are really useful, and not from that scoundrel string type         . It make high in two weeks. "The goal (and his brother Mellizo the race, the more technical nature) are a real transfer of know-how, generous and accessible, in which the author presents in more fictionalized not a typical business situation with regard to his problems and for which we offer a systematic solution, sensitive and effective, the proposal in an equally informative, but an undeniable rigor: the main purpose of a corporation is to make money. This, of course, is sometimes designed even hidden by factors that little or nothing to help in approaching this goal. The first premise that is established in this book is that, if the goal is to earn money (     ,    the goal), we must promote all that you approach the target and give up what is from him. In a time when productivity and performance have become the cornerstones of competitiveness in all sectors, the author puts emphasis on two aspects which at this point seem to be forgotten, however, are the basis on which others are supported: inventory control and market. These two factors Sa alone are enough to account for the interests of consultants by developing production models that control these variables, or at least keep them under a certain limit. The implementation of systems such as Kanban, Jit or DBR, one proposed by Goldratt, supposedly for many businesses the difference between being competitive and thrive, or not to be, and see themselves in the end. This not to mention the reluctance (or animary) of many companies, of all sizes, to go to a counselor that reveals the weaknesses or deficiencies of the production system of the employees. Both from a question regarding, for both the distrust, the truth is that many, many companies continue to make the same mistakes over and over again, while they see as their market share is reduced, their profit margin, and his chances of survival. Some are waiting for a white blackbird from the competition that puts a good offer on top of the owner's table. And, of course, wrong. In this book, the consultant will work almost for free. With the guidelines of him, any businessman atencidic able to analyze their business and start to see the holes where he believed that there were solid walls. And you can cover yourself, because    anyone who reads this book will agree that the approaches and solutions offered are a matter of simple common sense. In an increasingly competitive environment, with many variables beyond our control and enormous cost pressure (up) and sales prices (down), considerably it remains the best ally. The sensationalist Order of the production process saves a lot of money for the company. There is a great company and I do not know what this book can help? The answer is very simple: the methodology that you can learn in it goes far beyond the size of the company or activity to which it is dedicated. If something happens, it is a company; if you are the owner, you are an entrepreneur. Therefore, the decisions you take will decide to a large extent, the future of it. Next ArticlePanace @ - advertising - a process of continuous improvement: the goal is a classic bestseller dedicated to the business world. Its educational approach is so respected that it is required reading in some business universities. Despite What is a narrative book, has a simple narration. In the goal, Elyahu Golddratt examines practically and really all the main concepts of a sector. He always tries to give solutions to problems through the use of the bottle's neck theory. Who should read      ,    "The Goala   ,   ? And why? Delays in production, low income content, and other problems that companies face every day are gradually resolved in this administration parable. In the goal, you learn how to overcome the obstacles of your company and put into practice a process of continuous improvement. You're? About Elyahu Goldratt Elyahu M. Goldratt Physics studied in Israel during the 1970s. He has developed a mathematical theory for industries to plan their own production in an optimal way. After completing his studies, Goldratt put him the theory of him in the realm market. In 1980 he expanded him idea him formulating the so-called restrictive theory.      ,    "The abstract target PDF     ,    The goal of the company A commercial company should look for the profitability. Unlike other thought flows, Goldratt is convinced that the profitability is not conflict with the mission and vision of the signature. A company with a profitability capable of growing and obtaining sustainability to fight in the market. So, the mission of the company will be performed. Welcome to the unique world of production Alex Rogo is the manager of a unique production plant. The factory runs the risk of closure by order of his managers. And he fails to deliver the products that customers want and bring permanent loss. Production is late and employees are working extraordinary. As a result, everyone is tired and stressed. Without alternatives, Gogo seeks external help. He contract a consultant named Jonah to save the factory. Playing to put on the day with a slow processing and the delivery of orders for customers more, too, the company has a problem. Jonah needs to reduce the time between the order by the customer and the delivery of the product. Although the factory does not generate money, it has teams that celebrate success by breaking their personal goals. As a team work together on the factory, if you respond with high production it generates an imbalance. The rest is not at the same speed of work. Then what he did the first team is blocked in the production line. Two types of resources There are two types of resources in a factory: the bottle neck resort: this is the type of resource whose offer is equal to or less than its request. For example, the team that could not deliver and ended up paralling the manufacturing process the resource without bottle neck. Any other resource whose capacity is higher than your request. As the first team that left more resources in the production line of which the fact that the fact was able to follow. Alex Rogo implemented a change through understanding two types of resources. The company needed to align its own processes with the goal of profits. Furthermore, the teams had to change the approach. Components of the company's goal together, Alex, Jonah, and the team of him managed to identify how to improve their production process. To reach the final financial goal, they discovered that there are 3 activites to do: reduce operating expenses: they represent all the money you use the system to transform inventory into profits, in products sold. They included all the money the system spends for something that cannot save for the future reduce the inventory of interested parts products. You must always have the minimum of non-deliverable products and fixed costs. The inventory is all the money System has invested in buying things that the company has the intention to sell, but it has not yet sold. Sign up profits profits company         AA. The profits are converted into money products, that is, the income generated by the work of the factory. The corresponding gain for the sale price less the amount paid to suppliers for the raw material directly. Bottlenecks identification Alex Rogo Jonah bottlenecks and then identified the company       AA. In other words, the phases of the production line in which the process off. There are two teams that cause bottlenecks. For these purposes the factory that produces very slowly. They optimize these processes. I have concluded that an Deba target those who were not working. It was not necessary to spend time in the processes that an Tena a positive return. The Market bottlenecks with speed to improve factory, the team can deliver products to market on time. In addition, new problems arise. There is so much demand to purchase the products created by the most high productive capacity of the plant. Improvements continually taken to gain competitiveness, SOLE need to reduce delivery times and costs. In this way the system will acquire profitable way The easiest way to keep it efficient is through the adoption of a continuous improvement method       all. So, over time, the factory will gain optimization. The process of continuous improvement consists of 5 main steps: identifying the constraints of the system: The whole system must have the least restriction, but usually have a very small number of limitaciones.Decidir       how to exploit or limitations of the system: means remove the most number is       1, make it the best result in this condition. For example, if the limitation is the market of a way to exploit this limitation it is to deliver orders to tiempo.Subordinar other for the preliminary decision: restrictive or resource bottlenecks determine the profits of the organization. If a non-restrictive resource more works at a higher speed to the limit, there will be an increase in inventories. Therefore, all non-restrictive resources must be limited by another factor, and limitation is cambiada.Aumentar system constraints: minimize or eliminate the restrictions. Phases 2 and 3       ADAS are designed to improve efficiency by making the best use of available resources. If, remain as limitations after       3, some limitations remain, the restriction must be increased by adding a greater amount of recursos.Reevaluar      n. In case of rupture of limitation in the previous phases, returns to 1. Do not let inertia of system. A new limit will be always displayed after       s of the fourth phase, and the cycle must start again from the first. Key Lessons          The Meta    not guarantee efficiency gains to be cautious with policies of organizations          do not allow inertia remains as a system of limitations does not guarantee efficiency gains not always the amount of the profits of a company             HATH directly related to its efficiency. Being productive means being close to the expected result at the finish. The shares that carry the company          AA your goal is positive. Be careful with the policies of the organizations Goldratt suggests that policies within organizations are among the constraints. However, no         ciles to identify because they are within the organization's culture. Do not allow inertia remains as inertial system constraints within the constraints generated political organizations. It is, in many situations, the limitations may not phasic in production capacity and market demand. However, the system is operating inefficiently by Loga sticas policies and domestic production. It's really   Te this synthesis? Please download Free app 12min app, where you can find more curriculum and incredible audiobooks.      ,    "The goal      ,    What you have learned is that the plant's ability is equal to the capacity of your bottleneck.         Click to report the concept of whole bottleneck is not aimed at lowering operating costs, focuses on increased performance.         Click to tweet the measurements that express the goal of making money perfectly well, but it also allow us to develop operating rules for the operation of its plant.         Click for TWE Our critical analysis in a company is important that the work is organized to identify the bottlenecks. Once found, we must concentrate to solve them. Through a process of continuous improvements everything will change. This process will have to be monitored and optimized to align the most and with the needs of the market. To learn more, in the speed that the world requires. Requests

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