



Introduction to TOC (1 day)

The Theory of Constraints (TOC) is a powerful set of tools and methodologies that apply generically to any system, industry or type of organization.

Methodology: Lecture, Discussion and Brief Activities

Session Outline:

- The Goal
 - What is THE GOAL?
 - Sufficiency of the Goal
 - TOC Financial Metrics: T//OE
 - Benefit-Cost Analysis
- Managing Constraints
 - Constraint as the Weakest Link
 - The 5 Focusing Steps
 - How to Identify the Constraint
 - Bad Multi-Tasking & Policy Constraints
- A Brief History of TOC
- TOC Business Solutions
 - S-DBR and Buffer Management for Production
 - DBM for Supply Chain, Distribution & Retail
 - DCM for Cash Constraint
 - CCPM for Project Management
 - Mafia Offer for Sales & Marketing
 - Thinking Processes for Breakthrough System Improvements
- India Case Studies
- The Danger of Implementing TOC in Isolation