

# Executive Due Diligence Program

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In today's marketplace companies of all types and sizes are looking top-line growth, reduction in their total cost structure, increased capacity without capital investment, improvements in customer satisfaction, better investor relations, and sound supply chain management practices, not to mention a substantial increase in organizational capability and capacity. To remain competitive, these companies must deliver an additional 5-6% to the bottom line – each year. It is interesting that most organizations do not realize that the average company (operating at four sigma quality) leaves about \$.24 to \$.40 of every sales dollar on the table owing to a loss of capability and capacity due to poor quality.

This intensive program of study is specifically designed to provide each executive-level participant with a conceptual portal into the world of Six Sigma. Through this portal, an enterprise leader or due diligence team can better understand the business nature of Six Sigma and its ability to create quantum change, not just in terms of financial performance, but in the underlying value proposition of any enterprise charged in the delivery of products, services, transactions, and events. The program focuses on the information and strategies necessary to thoroughly investigate what it takes to initialize, deploy, implement, and apply Six Sigma – at the business, operations, and process levels of an enterprise. This program is essential for any business leader that is interested in the global or focused installation of Six Sigma.

Since its inception in the 80s as a quality initiative at Motorola, Six Sigma has evolved into a world-class system of business management. It provides a means to reach the control function of a corporation and positively alter the genetic code of its leadership and the way it gets business done – in every corner of an organization and in everything it does. In other words, Six Sigma forces us to reexamine the way we get the work done and not simply modifying the existing system for some marginally acceptable level of improvement. Six Sigma is more than a quality improvement initiative. It is a system of business management that produces quantum change – in everything that it is focused on.

## Program Outline & Objectives

### Thinking Six Sigma - The Ideas that Power Breakthrough

- Understand the thinking and practice of "next" generation Six Sigma
- Gain insight into the customer's perspective of Six Sigma
- Learn the big ideas that are essential in creating quantum beneficial change for the customer and provider

### Applying Six Sigma - The Vital Tools that Drive Application

- Discover how Six Sigma can be applied to government, healthcare, manufacturing, service, and finance organizations
- Learn about next generation of Six Sigma and how the ICRA strategy leads to the creation of additional value
- Understand the structure and roles of Six Sigma (i.e Black belts, projects, project lifecycle)

### Targeting Six Sigma - The Essential Tactics that Energize Projects

- Gain answers to the burning questions that executives, managers, process owners and individual contributors frequently ask
- Gain insight into the expected gains of Six Sigma from a business, operations, and process point-of-view

### Leading Six Sigma - The "A" Players that Develop Momentum

- Understand the nature and roles of Six Sigma within an Enterprise
- Understand how to sustain the capability and capacity of Six Sigma
- Learn what it takes to effectively unfreeze mindsets and attitudes before rolling out a Six Sigma initiative

### Enabling Six Sigma - The Key Systems that Inform Management

- Understand the functional systems that are vital to the support and implementation of Six Sigma
- Review and discuss Six Sigma deployment case studies

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Develop the core knowledge that is necessary to determine if your company is ready to do Six Sigma

### **Deploying Six Sigma - The Essential Guidelines that Create Mass**

Gain access to the key deployment guidelines and how they should be managed to reduce installation time and cost  
Understand how operationalize the strategies and systems necessary to support the rollout of Six Sigma  
Learn the selection criteria for identifying, assigning, and managing Six Sigma X-Belt projects.

### **Initializing Six Sigma - The Top Programs that Accelerate Change**

Draft a deployment plan for your own organization  
Determine what it takes to launch and sustain Six Sigma over time.

## **Program Agenda**

Duration: 4 days of classroom training (approximately 32 hours).

### **Week 1**

<b>Day 1</b>	<b>AM1</b>	Thinking Six Sigma
	<b>AM2</b>	Thinking Six Sigma
	<b>PM1</b>	Applying Six Sigma
	<b>PM2</b>	Applying Six Sigma
	<b>Eve</b>	Focused Social Activity
<b>Day 2</b>	<b>AM1</b>	Targeting Six Sigma
	<b>AM2</b>	Targeting Six Sigma
	<b>PM1</b>	Leading Six Sigma
	<b>PM2</b>	Leading Six Sigma
	<b>Eve</b>	Project Planning Session
<b>Day 3</b>	<b>AM1</b>	Enabling Six Sigma
	<b>AM2</b>	Enabling Six Sigma
	<b>PM1</b>	Deploying Six Sigma
	<b>PM2</b>	Deploying Six Sigma
	<b>Eve</b>	Business Planning Session
<b>Day 4</b>	<b>AM1</b>	Initializing Six Sigma
	<b>AM2</b>	Initializing Six Sigma