

MALTA 2015 LEAN MANAGEMENT PROGRAMME

- advanced executive education -

Revolutionary in Malta

Dr. Carlo Scodanibbio
and
Ing. Joseph Micallef

jointly present:

"a suite of training events on lean management principles addressed to face effectively the crucial times ahead - for organisations within the Maltese Islands and neighbouring countries"

Launching Event:

"LEAN SCENARIO PLANNING"

For Top Managers/Directors/Business Strategists from all sectors
within Private and Public Organisations

23rd June 2015 - Malta

"...when a butterfly flaps its wings on one side of the world, it could cause a storm on the other side..."

"LEAN SCENARIO PLANNING"

A Full Day Event Developed And Facilitated By:

Dr. Carlo Scodanibbio – Ing. Joseph Micallef
email: carlo@scodanibbio.com jmicallef@theiet.org

<http://www.scodanibbio.com/malta2015/>



LEAN SCENARIO PLANNING

Foreword .

“The need for adopting Lean principles in traditional practices such as “strategic planning” and “budgeting” is greater than ever”

FROM THE DESKTOP OF DR. CARLO SCODANIBBIO AND ING. JOSEPH MICALLEF

Dear Delegate(s),

Strategic Planning (and allied techniques including – inter-alia - “Corporate Planning”, “Business Planning”, “Strategic Thinking”, “Financial Planning” and “Budgeting”) have been in existence for many decades and widely adopted in the business/organisational world to define an organisation’s strategy – or direction - for the future, and making decisions on allocating resources to pursue this strategy.

Financial Planning and Budgeting generally accompany a Strategic Plan, the former for determining the organisation’s financial performance for future years, the latter for the upcoming year.

What are the limitations of the overall approach to traditional Strategic Planning? Mainly one:

In the majority of cases, future planning/estimating is made considering own present situation “from within”, extrapolating/projecting it into the future taking into account only a limited number of “external” factors (such as “competitors”, “political/economical situation”, “trends” of various nature....) and generally in a rather superficial way.

The matter becomes aggravated during turbulent periods, such as in gloomy economic situations or recessive times. Most organisations then opt for a “wait and see” strategic approach, generally accompanied in the Budgeting side by expenses reduction and cost cutting.... Indiscriminate decisions in this regard may carry a detrimental impact for years to come, and even result in total failure in a very short time frame....

Although **Scenario Planning** is a well known strategic planning technique (together with: PEST, Political/ Economical Social/Technological Analysis – Porter Five Forces Analysis – SWOT Analysis – Growth-Share Matrix – Balanced Scorecards Analysis – and others), very seldom it is used in depth to explore the main future scenarios that may impact a strategy – the only exceptions being found in some Fortune 500 Companies.

Lean Principles are even less taken into account when tackling a Strategic Planning exercise.

The net result? Strategic Plans made by most private and public organisations world-wide lack realistic analysis and result in Plans which are of limited worth when it comes to assuring a sufficiently viable way into the future.

Lean Scenario Planning (LSP) comes to the rescue. Although practised by very few illuminate organisations – as it’s the case for most Lean operational approaches – it is readily available to any size and type of Organisation to look into their future in a wider-horizon fashion, sufficient to obtain a much clearer picture in spite of the tremendous complexity reigning in this world,

The methodology is rather simple to deploy (like any Lean technique) and full of basic common sense. Any organisation, even the small sized enterprise, can greatly benefit from adopting LSP.

This workshop targets at presenting in detail the LSP methodology and enabling attending delegates to deploy it operationally with ease in their own concern.

We GUARANTEE you will leave this 1-day event with a much broader and crisper view of the surrounding complexity.

Dr. Carlo Scodanibbio and Ing. Joseph Micallef



Workshop Date:
23 June 2015

Workshop Venue:
TBA – Malta

LEAN SCENARIO PLANNING

Event Outline .

This event is a very interactive workshop, an open conference, and a continuous round-table debate, aiming at transmitting basic LEAN SCENARIO PLANNING concepts and principles to attending managers in a practical, hands-on, result-oriented fashion. Effective ways of progressing rapidly from principles to implementation will be illustrated.

Delegates will be requested to briefly illustrate their present approach to issues such as “yearly strategic planning” and “budgeting”. One or two cases will then be used as team exercise to illustrate the Lean Scenario Planning methodology. The main Lean Topics covered in this event are:

- The world has changed, dramatically, irreversibly – and continues to change at a faster and faster speed. New business/organisational approaches need to be identified and deployed in order to face effectively the tremendous challenges ahead.
- Traditional “Strategic Planning”, “Financial Planning” and “Budgeting”: the limitations of an approach based primarily on forecasting, extrapolating and estimating.
- **Scenario Planning.** A different, wide-horizon approach, based on taking into considerations SEVERAL different, possible future scenarios capable of influencing the state of affairs in years to come.
- **Scenario Planning.** The classical 4 Scenarios: A) The **Wide Road** (the **Highway**) – B) The **Narrow Road** – C) The **Rocky Road** (the **Potholes Road**) – D) The **Toll Road**. The main parameters of each Scenario.

- The **early Signals** of each **Scenario**. How to spot and detect them. How to adapt the current, assessed Scenario considering the strength of each incoming signal.
 - **Case Study:** applying the Scenario Planning methodology to foresee the possible, future outcomes of an entire Country. The case **South Africa**.
 - Brief illustration of the main Lean core principles and targets, valid for any Organisation.
 - **Lean Scenario Planning:** the possible roads to the future for any Organisation under the Lean philosophy. Or: having identified the most likely, *future scenario road/s*, how to set up an overall strategy apt to maintain and maximise the overall Organisation's **output Value** while simultaneously keeping reducing **operational Waste**?
 - **Lean Budgeting:** the nitty-gritty's of traditional Cost Cutting as opposed to waste reduction. The top performing companies rarely compete on price or lowest cost. Lean focuses on delivering exceptional value: your employee and customer loyalty will help you reach new heights .
 - In any of the 4 main, future Scenarios there are obvious as well as hidden **Threats** and **Opportunities**. How to identify them. How to minimise threats' impact - how to exploit opportunities' full potential.
 - **Team Exercise: Lean Scenario Planning** applied to one (or more) real cases as illustrated by attending delegates.
 - **Lean Scenario Planning:** a cultural revolution.
- Social/networking function and open bar.**

Timings:

Registration will be at 08:00 hrs, with the Event beginning at 08:30 hrs. There will be a 15min break for refreshments in the morning and the afternoon (at approx. 10:15 hrs and 15:00 hrs respectively) and a light standing lunch will be served at 12:30 hrs. The session will conclude at about 16:00 hrs, followed by a 1-hour open-bar social and networking function. All timings are approximate due to the interactive and intensive nature of this Workshop.



Ing Joseph Micallef, graduated in Electrical Engineering in 1992, and has been involved in the Manufacturing Industry and Services Sector since 1990. Joseph's career spreads primarily in Malta, but he has been assigned several projects and training opportunities in various countries within Europe, the US and the Middle East.



Dr Carlo Scodanibbio is an internationally renowned Trainer, Speaker and Industrial Consultant with over 44 years of experience in Plant Engineering, Project Engineering, Project Management, Industrial Engineering and Operations Management. Carlo's courses have been attended by well over 18,000 participants.

Your Facilitators .

Who Should Attend This Prestigious Event:

Entrepreneurs - Business Strategists – CEOs/Chairmen – Executive and Managing Directors – General Managers – High-level Managers from private enterprises (manufacturing – service and commercial enterprises – project/contract-driven and construction companies) of all sizes and public/governmental organisations.

Owners/General Managers of Small Enterprises (up to 50 employees) will benefit particularly from attending this event.

This event is equally beneficial to top-level managers and directors of all Industrial and Commercial Sectors and of public/governmental and semi-public bodies and institutions (Malta & neighbouring Countries)

Workshop Date:
23 June 2015

Workshop Venue:
TBA – Malta

LEAN SCENARIO PLANNING

Registration .

(Online Registration: <http://www.scodanibbio.com/malta2015/onlinereg/01.html>)

Event Fees, Discounts, Terms and Conditions

Fees, Discount Structure, Payment Terms (prices are per Delegate excluding VAT)

Please choose one Payment Option below

Deadline for Event Registration: 15 June 2015

| ● Regular Price | ● Fast-Settlement Price | ● Early-Bird Price |
|---|---|--|
| For full payment received by: 15 June 2015 | For full payment received by: 01 June 2015 | For full payment received by: 20 May 2015 |
| Price Per Delegate: €260 | Price Per Delegate: €235 | Price Per Delegate: €210 |

Please complete and sign this Form, scan it and email it to jmicallef@theiet.org or carlo@scodanibbio.com

DELEGATE/S DETAILS (in BLOCK CAPITALS)

- 1 Delegate Name _____
Position _____
Email _____
- 2 Delegate Name _____
Position _____
Email _____
- 3 Delegate Name _____
Position _____
Email _____
- 4 Delegate Name _____
Position _____
Email _____
- 5 Delegate Name _____
Position _____
Email _____

(more than 5 Delegates: please add separate schedule)

ORGANISATION DETAILS (BLOCK CAPITALS please)

Organisation _____
Nature of Business _____
Address _____
City _____ P/Code _____
Country _____
Phone _____ Fax _____
VAT Number _____

- We undertake to settle course fees by 20.05.2015 - or
 We undertake to settle course fees by 01.06.2015 - or
 We prefer to pay Regular Price & settle fees by 15.06.2015

We are registering _____ Delegates @ € _____/each

Total amount (excl. VAT) € _____

Net amount to be invoiced (incl. VAT) € _____

AUTHORISING MANAGER

Name _____ Position _____

Date _____ Signature _____

(This Registration is invalid without a signature)

TERMS OF PAYMENT

Fees include: participation in the 1-day Event "Lean Scenario Planning" to be held in Malta on 23.06.2015 – Welcome Coffee, Refreshments, Lunch and open-bar Social/Networking Function – Event Notes and Documentation – **Certificate of Attendance**.
Upon receipt of a duly completed and signed Registration Form, a **Confirmation Letter** and **Invoice** will be sent to you by the organisers.
Payment of Event Fees is strictly as per terms above and is required according to the payment option chosen.

METHOD OF PAYMENT

Payments may be done by cheque or Bank Transfer in favour of Ing. Joseph Micallef, who acts as the official Event Organiser. To arrange for payment after receiving **Confirmation Letter** and **Invoice** kindly contact Ing. Micallef directly on (+ 356) **9982 2244** or email jmicallef@theiet.org OR Dr. Carlo Scodanibbio on (+356) **7996 6056** or email carlo@scodanibbio.com

CANCELLATION POLICY

All Cancellations of Registrations must be made in writing.
Due to contractual obligations, a cancellation charge of 30% of the invoiced amount applies if the cancellation is received 15 days or less before Event starting date. However, a complete set of documentation will be sent to you. Substitutions are welcome at any time.
Should the Event be cancelled by force-majeure or for any other reason, you will receive a full refund of the paid Event Fees.

<http://www.scodanibbio.com/malta2015/>

MORE EVENT INFORMATION: Carlo Scodanibbio – Tel: (+356) 7996 6056 - Email: carlo@scodanibbio.com
Joseph Micallef – Tel: (+356) 9982 2244 – Email: jmicallef@theiet.org