



# Proving Continuous Improvement with Profit Ability

**FACT: Every employee in every function at every level and every hour makes financial decisions that affect Net Profit & Asset Investment whether or not they or management realize it.**

## **Course Outline:**

- a) Learn the 7 critical elements in which financially sound improvements are found.
- b) We will create and utilize Value Analysis type verb/noun phrases to discover and name projects.
- c) Learn a project evaluation process and forms to financially rank projects and to define which ones will increase the profitability of your organization.

**Understand the seven key financial elements and “HOW” to interact within them:**

**Increase Market Share percent to increase Sales Dollars**

**Reduce labor & non-labor percent expenses per Sales Dollars**

**Reduce lead times to minimize work-in-process inventory investments**

**Reduce manufacturing & purchasing setup cost to reduce lot sizes for component and product inventory**

**Maximize capital asset utilization to minimize capital asset investment**

**Control customer invoice collection period to minimize Accounts Receivable investment**

**Maximize employee asset utilization by setting up project teams**