

Overview:

Companies often have project selection and justification methodologies that make it easy to identify significant cost savings without tying the savings to true cash improvements, aligning the improvements to the organization's strategy, and without assigning responsibility and accountability for achieving the promised results.

This class will show you a methodology that will take you from project identification through post implementation and help ensure you achieve the value promised, and avoid false promises that cause many companies to spend millions of dollars with little or no return.

Description:

Understanding how to deploy a company's resources is critical to efficient, effective, and purposeful growth. One component growth is investing in organizational improvements such as information technology, lean programs, and or hiring consultants. However, many companies do not have effective programs that help them select the right projects, prioritize them and create alignment with the organizational strategy, create precise and effective cash based business cases, project the improvements into time, and actually achieve the promises from the business case.

Audience

Middle and upper managers responsible for project selection, justification, and approval processes and activities.

Outcomes:

- An approach to project selection and prioritization based on strategic alignment
- An introduction to business domain management, the operations and cash flow (OC) domain, and the accounting domain, and the roles they play with improvement opportunities
- Understand how to model the real impact of improvements on both operations and the financial numbers
- Understand how to address soft and hard costs in improvement opportunities
- Understand how do develop cash-based business cases and ROI analyses
- Understand key pitfalls that keep companies from realizing the value promised in business cases
- Learn how to project improvement opportunities into project implementation to measure progress to plan and resolve any variances between what the project should be achieving and what it is achieving

Facilitator:



Reginald Tomas Lee, PhD, is a professor, author, speaker, and executive advisor focusing on business domain management, an organization-wide framework that focuses on cash generation and operations management. Currently, he is a management professor at Xavier University and the president of Business Dynamics & Research. He previously worked for GM, IBM, Oracle, and has held senior supply chain positions at EY and Sapient. Prior to teaching at Xavier, he taught at Miami University's Farmer School of Business.

Reginald is the author of four books, including *Lies, Damned Lies, and Cost Accounting*, and his latest, *Strategic Cost Transformation*. He has written over 40 articles and white papers and was a featured writer for the "Journal of Corporate Accounting and Finance." Reginald is a very active speaker with events including TEDx, Association for Financial Professionals, Index México, and the Construction Finance Managers Association. In addition, several state CPA societies including Ohio, California, and New York have engaged Reginald to share his operations & cash improvement concepts to their memberships.

Reginald has advised several leading companies including Bristol Myers Squibb, Dell, Disney, DuPont, Home Depot, Lockheed-Martin, Motorola, Toyota, and UnitedHealth Group. He holds a PhD in mechanical engineering from the University of Dayton.