



A PRACTICAL APPROACH TO ENHANCE  
PROFITABILITY AND ACHIEVE SUCCESS

# LEAN PHILOSOPHY

**"We achieve brilliant results with average people.  
Our competitors achieve average results with brilliant  
people working around broken processes."**

**(Fujio Cho, Honorary Chairman Toyota Motor Corporation)**



## OBJECTIVES AND CONTENT OF THE TRAINING PROGRAM

### OVERVIEW AND OBJECTIVES:

For any company the Quest for Profitability is the main management purpose. The Lean Philosophy is a concept originated by Toyota. It eventually led it to become the largest automobile manufacturer of the world and was successfully replicated by thousands of companies & institutions of differing sizes, industries and geographies.

They implement a working methodology that changes the culture and thinking within the organization, and makes each process significantly more efficient (and lasting!). LEAN is also applicable to non-manufacturing like the Public Administration or service industries, such as financial services, hospitality industry, retail, etc.

Main objectives include learning about how to apply the following concepts to your own organization:

- Eliminate the superfluous
  - Reduce costs
  - Be flexible and responsive to market changes
- Continuously improve/evolve as essence of management philosophy

### CONTENTS:

<b>Module 1:</b> Introduction to Lean Philosophy	<b>Juan Felipe Pons</b>
<b>Module 2:</b> Values and principles	
<b>Module 3:</b> Strategy of continuous improvement	
<b>Module 4:</b> Tools and practical applications	
<b>Module 5:</b> Case study and applicability to companies	<b>José Manuel Lao</b>
<b>Module 6:</b> Site visit	

### Airbus Military facilities site visit



### METHODOLOGY OF TRAINING:

We believe that in the methodology of training is where we will be able to differentiate us further from other proposals, as we put forward an internationally recognized first-world approach:

- **Case studies:** Help students apply theoretical concepts to particular situations.
- **Site visit:** This training program includes a unique visit to the Airbus Military facilities in Seville (one of the companies which have successfully implemented the Lean Philosophy), for which access is usually severely restricted
- **Class discussions:** Students will be asked to voice their thoughts and pro-actively participate in the training to keep them engaged, and clarify doubts.
- **Practical applicability:** Trainers will be encouraged to ask for practical examples from student's work, so as to target specifically relevant learning points.
- **Exercises:** These help students understand and summarize key learning concepts, and also assist the teacher in identifying which material potentially needs revisiting or further explanation.
- This training program is highly **innovative** and fully oriented to provide the trainee with tools and examples that will help them enhance their own leadership skills.



## METHODOLOGY OF TRAINING:

Additionally, we can offer value-added services that are optional, but that have yielded positive results with other customers in similar situations:

- Personalized pen drive containing the data and graphics used during the training
- Coaching sessions



## EXPERIENCE OF THE TRAINERS:

The proposed main trainer, Juan Felipe Pons, is specialized in teaching and researching about LEAN (particularly in the service sector), with 10,000+ hours of experience in trainings, workshops, conferences. He is professor of LEAN at two universities, partner at iLean Business Developers, member and educational coordinator of the LEAN Advancement Initiative EdNed and has trained multiple educational/governmental institutions, and private businesses in LEAN.



His teaching of three days will be complemented by one final day with **José Manuel Lao**, who is in charge of Quality at the Airbus A400M final assembly line for EADS since 2004, and will guide the site visit. He has ample experience as LEAN and Six Sigma expert and has previously worked for Renault as Technical Manager and for the Government as trainer and coach.

