

# Improving Financial Performance Through Lean Analysis

## Outline

- What is an overall approach for a financial improvement effort?
- What is needed to prepare for the effort?
- How are ideas identified?
- What are specific ideas to:
  - a. Reduce costs by functional areas (e.g., Operations, HR, Marketing)?
  - b. Improve working capital?
  - c. Reduce capital expenditures (e.g., equipment)?
- How are ideas developed, quantified and prioritized?
- How can we syndicate and obtain organizational alignment on an idea, including business case?
- What are good practices to develop an implementation plan?
- When should an organization consider a financial improvement effort?
- Can you suggest additional resources if we want to read/know more?

## Learning Objectives

1. To be able to define an overall financial improvement effort
2. To explain the ways of identifying financial improvement recommendations
3. To understand several levers for functional areas/departments
4. To describe the steps involved in implementing recommendations
5. To apply financial improvements in your organization

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## Course Information

Tuition \$2,500 per participant

Date: May 30, 31, & June 1, 2012

Time: 8:00 A.M. - 5:00 P.M. each day

The fee includes tuition, instructional materials, refreshments, lunch, and parking. Pricing discounts are available to companies that send three or more employees to the same program. To receive this discount, team members must register at the same time by calling 336-334-3088. Only one discount may be applied.

**The purpose of this course is to present managers with an approach to identify and prioritize financial improvements across an organization. The elements of successful effort are described in detail and include a discussion about cost savings, lean principles (value, flow and waste), and working capital levers. The intent of this course is for managers to be able to identify opportunities in their organization that would exceed the cost of the tuition, to make their organization's investment accretive.**

## Instructor

### Ms. Susan Clapham



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Susan founded Clapham Consulting in 1997. She has considerable expertise in both top-and bottom-line improvement, with particular spikes in strategy, profit improvement and leadership/ capability building. She spent several years at McKinsey & Company and 10 years in industry, leading various operations. Susan has a B.S. in engineering from Lehigh University and a M.S. from Purdue's Krannert School of Management. Clapham Consulting is headquartered in Belmont, NC and has several partners around the globe. Susan is also a highly ranked faculty member of the Office of Executive Education.



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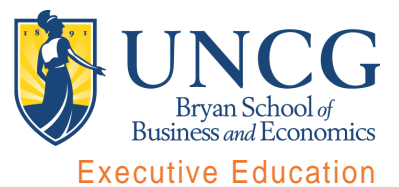
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