Theory of Constraints
Training Series

Learn TOC like never before!
What to Change?
What to Change to?
How to Cause the Change?

Breakthrough thinking in action
TOC Basic Course

What to Change?
What to Change to?
The course will teach you practical solutions of the Theory of Constraints applications in Operations, Supply Chain & Retail and Projects Environments.

TOC Advanced Course

How to cause the Change?
Participants taking this course will be facilitated to tailor the TOC solutions to their specific environment and devise the implementation road map, including Proof Of Concept steps required to verify solution effectiveness.

Workshop Fees:
CII Members: Rs. 15000
Non-CII Members: Rs. 16000

* Please note the above fees is for each module of Basic & Advanced course
The TOC Basic Module for **Operations Management** presents the practical solutions aiming to manage the operations with remarkably high due date performance, shorter lead time with significantly lesser inventories:

- Laying the foundation
- Key TOC Concepts – The Five Focusing Steps & T, I, OE
- Challenges faced in Operations Environment and its implications on the performance of the company
- Concepts of Flow in Operations Environment
- TOC application for operations of ‘Make to Order’ and ‘Make to Stock’ environment
- Learning the Drum Buffer Rope (DBR) production scheduling and colour based priority mechanism in a manufacturing environment

**Who can attend?**
- Operating Managers
- Head of Functions
- VPs
- GMs
- From Manufacturing Companies

**Date:** 24-25 August 2015  
**Time:** 10 AM to 5 PM  
**Venue:** Royal Orchid, Old Airport Road, Bengaluru
The TOC Advanced Module for Operations Management provides the in depth knowledge on “How to Cause the Change?” in an organization:

• Apply the TOC Concepts of Flow in your own environment / company
• Validating the key facts about your company (through relevant data analysis related to your company) *
• Key steps in implementing DBR, color based priority mechanism, managing plant producing ‘Make to Order’ and ‘Make to Stock’ orders
• Understanding feasibility and the magnitude of the benefits to your company
• Case Study Analysis & Learning
• Designing the Proof of Concept (PoC) for your company

* List of required data will be given to you prior to the session. During the session you will be taught to determine the intensity of the challenges faced by your company by analyzing your own data
The TOC Basic Course for **Supply Chain & Retail Management** presents the practical solutions aiming to manage the supply chain with remarkably high availability (95%-98%) across the supply chain, faster response time to sudden changes in demand with significantly lesser inventories and lesser obsolescence, mark downs:

- Laying the foundation
- Key TOC Concepts – The Five Focusing Steps & T, I, OE
- Challenges faced in distribution & retail environment and its implications on the performance of the company
- Concepts of Flow in the supply chain of distribution and retail environment
- Learning the pull based replenishment system in distribution and retail environment (from point of sale till manufacturing plant/vendors and raw materials suppliers)
- Case Studies

**Who can attend?**
- Managers
- Head of Functions
- VPs
- GMs
From Distribution, Consumer Goods & Retail Companies

**Date:** 29-30 October 2015  
**Time:** 10 AM to 5 PM  
**Venue:** Royal Orchid, Old Airport Road, Bengaluru
The TOC Advanced Module for Supply Chain & Retail Management presents the in-depth knowledge on "How to Cause the Change" in an organization:

- Apply the Concepts of Flow, pull based replenishment, etc. in your own environment/company
- Validating the key facts from your company (through relevant data analysis related to your company) *
- Key steps in implementing the TOC supply chain solutions in your environment
- Understanding feasibility and the magnitude of the benefits to your company
- Case study analysis & learning
- Designing the Proof of Concept (PoC) for your company

* List of required data will be given to you prior to the session. During the session you will be taught to determine the intensity of the challenges faced by your company by analyzing your own data

Who can attend?
- Managers
- Head of Functions
- VPs
- GMs
From Distribution Consumer Goods & Retail Companies

Date: 26-27 November 2015
Time: 10 AM to 5 PM
Venue: Royal Orchid, Old Airport Road, Bengaluru
The TOC Basic Module for **Project Management** presents the practical solutions aiming to complete the projects on time, within budget and without compromising on the original specifications:

- Laying the foundation
- Key TOC Concepts – The Five Focusing Steps & T, I, OE
- Challenges faced in project environment and its implications on the performance of the company
- Concepts of Flow in Project Management
- Understanding the causes behind projects to be late despite enough safety in the planning
- Learning Critical Chain Project Management (CCPM) solution – the TOC solution for project management

**Who can attend?**
- Managers
- Head of Functions
- VPs
- GMs

From Project Based Manufacturing, Heavy Industries, R & D Organizations, IT & Infrastructure Companies

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**Date:** 17-18 December 2015  
**Time:** 10 AM to 5 PM  
**Venue:** Royal Orchid, Old Airport Road, Bengaluru
ToC Advanced Course
Project Management

The ToC Advanced Module for Project Management presents the in depth knowledge on “How to Cause the Change?” in an organization:

• Apply the fundamentals of ToC, Concepts of Flow in Project Management in your own environment/ company
• Validating the key facts from your company
• Key steps in implementing the Critical Chain Project Management (CCPM) solutions
• Application of ToC solutions like stopping bad multitasking, full kits, CCPM, buffer management etc. in your environment
• Understanding feasibility and the magnitude of the benefits to your company
• Case study analysis & learning
• Designing the Proof of Concept (PoC) for your company

Who can attend?
• Managers
• Head of Functions
• VPs
• GMs
From Project Based Manufacturing, Heavy Industries, R & D Organizations, IT & Infrastructure Companies

Date: 28-29 January 2016
Time: 10 AM to 5 PM
Venue: Royal Orchid, Old Airport Road, Bengaluru

Confederation of Indian Industry

Breakthrough thinking in action
Chandrashekhar Chaudhari
Chandrashekhar is a Mechanical Engineer and has completed his ‘Post Graduation’ from ‘NITIE’ Mumbai. He has worked in various group companies of Godrej. Since 2002 he has been associated with Goldratt Consulting & involved in various TOC Implementations in Godrej Group Companies and various other companies across the globe in different roles like application expert, Marketing and Sales expert, Project Director, Project Auditor. He has been presenting his new TOC knowledge and experience on international forums as well for past few years.

L.R. Natarajan
L. R. Natarajan is a multi-faceted executive, with a total of over 35 years of experience, who has worked in a number of industries, spanning from Agricultural, Engineering, Automotive, Consulting, Manufacturing, Retailing of Consumer Goods and Services. He was heading the Innovation Council of Titan Company. He was a member of the Tata Group Innovation Forum (TGIF) & board member of Tata Ceramics Limited. His leadership to innovation had facilitated, Titan Company in receiving many national and international accolades, awards and coveted prizes. He has been pivotal in bringing TOC for Innovation to many companies in India.

Ritesh Kapur
An alumnus of IIM Calcutta, Ritesh is a Theory of Constraints expert. His strength lies in his ability to synchronize senior management to come together and deliver bottom line results. He is very clear where to focus the change (at the constraint). This ensures that the teams working with him don’t get exhausted and also start seeing results very quickly. Having applied himself in various environments like Automobile, Jewellery, Eyewear, Apparel, Mattress and Electronic Goods.

Prabhat Choudhury
Prabhat has 14 years of experience in the TOC. He has been involved with TOC consulting since last 9 years & has done numerous implementations and delivered the results that are unheard of in the industry. Apart from TOC, Prabhat has rich experience in implementing other improvement initiatives like Lean & 6 Sigma, EVA, supplier value management, TS-16949, EHS, TPM & Knowledge management. He is a mechanical engineer & MBA in operation management & is pursuing PhD. He is happily married with a son and daughter & is based in Kolkata.
Training Faculty

Siddharaju H.V
Siddaraju is a Mechanical Engineer and MS in Supply Chain Management from ‘GEM’ University France. He is having 15 years of hands on operations and TOC experience in various countries. Since 2013 he is associated with Goldratt Consulting and involved in Theory of Constraints implementations in various large retail and distribution companies.

Pranav Bhosekar
Pranav is an electrical engineer and has a post graduate diploma in software technology and operations management. He is TOCICO certified in Supply Chain Management. He has 11 years of industry experience before starting implementations of TOC in 2000. He has implemented TOC concepts in Manufacturing, in multiple Project environment, distribution and service environment like an airport. Currently, he is implementing TOC in a multiple projects company in China.

Nikhil Shah
Nikhil has a total work experience of 16 years. His Corporate experience consists of Investor Relations, Strategy, M&A, Financial Planning & Analysis. His TOC consulting experience covers Retail, Project Management, Manufacturing & Supply Chain. His educational qualifications is Bachelor of Commerce, MBA (Finance), Licentiate Company Secretary.

Vinayak Vhatkar
Vinayak has been working as a TOC Expert on various TOC Implementations. He has worked in various operations improvement projects and in the area of SAP supply network planning & optimization apart from TOC projects. During his association with Goldratt Consulting, he has successfully implemented TOC solutions like Critical Chain Project Management (CCPM), 5 focusing steps, Drum-Buffer-Rope scheduling system in project and operations environment.

For Registrations please contact the Program Co-ordinators:
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