



INTRODUCTION

Theory of Constraints (TOC) is a management philosophy that treats a corporation as an interlinked, interdependent system rather than just a collection of independent processes or functions. Dr. Eli Goldratt, the creator of TOC first introduced the concept in his best-selling book **The Goal**, a business novel. He observed that just as the strength of a chain is dictated by its weakest link, the overall performance of any company is dictated by its constraint.

Goldratt was an educator, author, scientist, philosopher, and business leader. But he was, first and foremost, a thinker who provoked others to think. The real strength of TOC lies in its Thinking Processes, that were first introduced in Goldratt's book **Its Not Luck** (also known as **The Goal II**).

TOC Thinking Processes are highly effective management tools that enable individuals to resolve significant issues in any domain, without making a compromise. Several organizations have used these to empower their employees, and that has in turn led to **quicker, improved decision-making, breaking silo mentality, and challenging deep-rooted mindsets.**

The fundamental belief of TOC is that erroneous assumptions hold us back from realizing our full potential. Thinking Processes provide a step-by-step methodology to surface the limiting assumptions.

JOIN THIS WORKSHOP to build skills in the areas of problem solving and change management. Our past workshops have been attended by senior leaders from companies such as **Airtel, ITC, Aditya Birla Group, Dr. Reddy's, Kurlon, Tata AIG, Flipkart, Accenture, Honeywell, Wipro**, to name a few.



DR. ELI GOLDRATT

“
What I mean by Inherent Simplicity is that reality, any part of reality, is governed by very few elements, and that any existing conflict can be eliminated.
”

TOC Thinking Processes

LEARNING OBJECTIVES

This workshop will enable the participants to analyze conflicts, and challenge the limiting assumptions that prevent individuals/ organizations from achieving a quantum improvement in their performance.

The key learning objectives are:

- Fundamental beliefs of TOC (Inherent simplicity, Inherent potential)
- Articulating pains and undesirable effects precisely
- Creating a cloud or conflict diagram
- Apply tools to surface deep rooted assumptions
- Challenge the status quo to generate win-win solutions
- Six layers of resistance
- Influencing peers and stakeholders
- Improve personal effectiveness by inculcating a growth mindset in self and others
- Finding meaning in own job and empathy for others

Competencies	TOC Thinking Skills
Communication	<ul style="list-style-type: none">▪ Articulating pain points precisely▪ Cause and effect thinking▪ Resolving interpersonal conflicts
Problem Solving	<ul style="list-style-type: none">▪ Diagramming the conflict▪ Surfacing self-limiting assumptions▪ Evaporating the cloud or conflict▪ Win-win solutions
Leadership and Change Management	<ul style="list-style-type: none">▪ Tapping inherent potential▪ Empathy for others▪ Dealing with resistance to change▪ Planning for execution

TOC Thinking Processes

WORKSHOP FACILITATOR



Ira Gilani Lal
Principal Consultant, Goldratt India
Director, Time n Cash

Ira is a management consulting professional with over 13 years of experience across pharmaceuticals, apparel, retail, communications and technology sectors. Prior to her role as Principal Consultant at Goldratt India, Ira was a Consultant at Accenture's Corporate Strategy practice. At Accenture, she worked extensively with Indian as well as global clients. Her industry experience includes working for India's biggest pharmaceutical companies, Dr. Reddy's Laboratories and Ranbaxy. Ira is an MBA from IIFT, New Delhi and Economics graduate from Lady Shriram College, New Delhi.

Ira is a TOCICO (Theory of Constraints International Certification Organization) certified expert. She conducts TOC workshops regularly, and is passionate about spreading TOC to a wider audience in India. She has been invited to share her experiences at several industry bodies and institutes. She is a member of the HR and Training committee and Managing committee at BCIC (Bangalore Chamber of Industry and Commerce).

She has been trained in TOC Thinking Processes at Goldratt's Odyssey program at Netherlands in 2007. She has been practicing these tools for over 10 years, and has conducted inhouse workshops at companies such as **Sanofi, Flipkart, NTPC, Tata Advanced Materials Limited, Airtel, Mahindra & Mahindra, Kotak Mahindra Bank.**

WORKSHOP DETAILS

DATE: January 31 – February 1, 2019 (Thursday & Friday)

TIME: 9:30 AM – 5:30 PM

VENUE: Hotel Le Meridien, Bangalore

WHO SHOULD ATTEND: Business Leaders, Functional Heads, HR Heads, L&D Leads, Startup Entrepreneurs, Product Managers, Project Managers

INVESTMENT: INR 25,000 + 18% GST

Confirmation of participants will be provided upon receipt of workshop fee.

Please send your nominations to toc.training@timencash.com or call on +91 96320 18261 for more details.

TOC Thinking Processes

CLIENT TESTIMONIALS



MR. VIMAL MAHENDRU
PRESIDENT, LEGRAND GROUP

“..TOC Thinking Processes have become a part of my life. It has brought about great clarity of thought and led me to subordinate all objectives to a higher goal. I have become less fearful and always think of ‘why not’ rather than ‘why’..”



MR. RAGHUNATH MANDAVA
DIRECTOR, AIRTEL

“.. This method is very valuable in redesigning some of our processes to make them more customer friendly. The changes that we have been able to make, have allowed us to improve our performance manifold in areas of project delivery and a few other key processes..”

[Watch this short video](#) to hear Mr. Raghunath Mandava talk about the effectiveness of TOC Thinking Processes for problem solving and decision-making at Airtel.

CONTACT US

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