



DX

PERSEVERANCE

# Introduction to Deming Management Method

RISK

## Agenda

DREAM

FOCUS

LEADERSHIP

## Agenda

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### Shifting from “Me” to “We” Thinking and Action

As Dr. Deming believed, working together is fundamental to solving and preventing problems, while providing us the ability to “do more with less.” In partnership with Aileron, the W. Edwards Deming Institute® introduces a new 8-hour immersion program, for leaders at all levels of management to focus on the foundations of teamwork and the connecting power and financial potential this provides to all organizations.

[Click here](#) to learn more about the comprehensive program.

Here we’ve provided a more detailed agenda of the two days:

#### **DAY 1**

##### **Introduction**

- Aileron introduces the Workshop
- Introduce Workshop Facilitators – Facilitators begin workshop
- Table to table introductions [5 minutes]
- Logistics / “Parking Lot” and other details
- Introduction to Workshop

##### **Inspiration**

- W. Edwards Deming
- Production Viewed as a System
- Quality & Teamwork
- Working, Learning, and Thinking Together
- Actions & Interactions
- United vs. Divided

##### **Resource Management**

- Time Management
- Things Going Well vs Not Going Well
- Resource Management Model
- Process, Product, or Service Innovation
- Dr. Deming and Russell Ackoff
- Action Management Model
- Task Grades



- Action (Resource) Management Model
- Resource Accumulation
- Interaction (Resource) Management Model

### **Vision Therapy**

- How did you do on the test?
- Vision Therapy Trip Report
- “Me” Organization Simulation
- The New Economics
- Opportunities to Think and Act
- Evening Opportunities



## **DAY 2**

### **Insights**

- Thinking Transformation Model
- Customer Focus
- Expectation Dynamics
- Snap Fit
- Assumptions (for a Better Way)

### **Resource Leadership**

- Action Management Model
- Interaction Management Model
- Task Management
- Cutting Wood
- Task Management Contrast
- Quality in the 20<sup>th</sup> Century
- “We” Organization Simulation
- Quality in the 20<sup>th</sup> Century
- Modes of Thinking

### **The New Economics**

- The New Economics
- New Meaning
- Transformation

## Imagine

- Action and Interaction Model Contrast
- Opportunities to Think and Act
- Imagine the Possibilities...
- Resources

## Aileron: Who we are

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At Aileron, we fervently believe privately held business fuels free enterprise and raises the quality of life for us all. As businesses move beyond the start-up phase, a systematic approach to your business is critical to sustainable and strategic growth. We call this approach Professional Management. Our proven Professional Management System teaches small business owners like you the skills you need to respond to the challenges you face as you continue to grow and succeed in your business. As a 501c3 non-profit founded in 1996, we are committed to offering the guidance and programs to support the noble calling of small business ownership.

Click here to read more [about us](#) and our [impact](#).