













#### **CREATIVE THINKING**

- USING PROBING METHODS: Problem solving experts also consider challenging an idea, or disproving an idea to be an initiation point for creative ideas
- Scientists and innovators will like to probe to understand the existence, validity and feasibility of an idea and this helps in improving and optimizing the idea, and may also trigger a new idea



### **Probing Questions: EXAMPLES**

- Why do we have this process step?
- How can we change this step?
- What can be altered?
- Can we combine some tasks?
- Can we apply some learning from other sources?
- Can we maximize impact of certain aspects?



# **BENCHMARKING**

- BM is the process of measuring products, services, and processes against those of organizations known to be leaders in one or more aspects.
- Measuring your performance against that of best-inclass companies, determining how the best-in-class achieve those performance levels and using the information as the basis for your own company's targets, strategies and implementation.
- ■BM research into the best practices at the industry, firm or process level



#### **EXAMPLE**

- To achieve improvement in their parts distribution process Xerox Corporation studied the retailer L.L.Bean
- BM look for the best of the best
  - ■Business awards and citations of merit
    - ■Best Plant Award (Industry week)
    - Malcom Baldrige Award (Nat. Inst. Of Stds. & Tech.)
    - Quality Cup Award (Rochester Inst. of Tech. & USA Today)
    - Quality Management Award (European Foundation)
    - ■Deming Prize, Fortune Magazine, Competitiveness Forum



### Other Methods of BM

- Academic Research
  - ■Provides comparison of what separates the best
- Using Exchange Service

After a list of potential candidates, the next step is to choose the best 3 to 5 targets



## Multi-voting

- When to use?
  - ■To narrow down a long list of alternatives to a few
- How to conduct?
  - ■Brainstorm to get a list of options
  - ■Review the list
  - ■Participants vote for ideas that are worthy
  - Identify items for next round of voting: items having >50% votes
  - ■Vote again: allow participants to vote only to 50%



































