

LEAN SIX SIGMA FOR GRADUATES AND POST GRADUATES

1.0 CHALLENGES FOR GRADUATES AND POST GRADUATES **BEFORE** THEY ENTER THE INDUSTRY STREAM

1. Possible projects in the industry, where they deliver REAL and unmatched technical value
2. Awareness of Best Practices used by Successful professionals in the Industry
3. Differentiating themselves during Job Interviews

2.0 CHALLENGES FOR GRADUATES AND POST GRADUATES **AFTER** THEY ENTER THE INDUSTRY STREAM

1. Winning the trust of Senior Leaders in the Organizations they Join
2. Staying ahead of peers in the Organizations i.e. faster career growth when compared to their co-workers
3. Overtime becoming a renowned, respected and rewarded professional in the industry

3.0 HOW LEAN SIX SIGMA (LSS) HELPS **BEFORE** THEY ENTER THE INDUSTRY STREAM?

1. *Possible projects in the industry, where they deliver REAL and unmatched technical value*
 - a. Having Lean Six Sigma (LSS) knowledge, gives a clear differentiation for students, when they reach out to the industry for internship and projects. This advantage primarily comes due to the following facts:
 - i. LSS graduates know techniques to deliver work 'First Time Right', or with minimum defects
 - ii. LSS graduates know techniques to deliver work faster, than the normally accepted pace
 - iii. LSS graduates know techniques to deliver work at a cheaper rate, then the normally accepted cost
 - iv. LSS graduates know techniques to not only get the allocated work done well, but also deliver both 'Customer Value' and 'Business Value'
 - b. Thus when projects are undertaken by LSS graduates, they typically focus on delivering **quantifiable improvements**, rather than only qualitative improvements, or improvement identification
2. Awareness of Best Practices used by Successful professionals in the Industry

Successful leaders around the world use **QADE** model for effective management.

- a. **Q – Questioning Skills:** One of the most neglected skills is the Questioning skills. In professional world, one should be able to ask the right questions, to be able to obtain the right information. This is the starting point of any analysis.
- b. **A –Analysis Skills:** Once you have obtained information through Questioning, you need to Analyze the information obtained, to make sense of it. A wrong analysis of information available, will lead to wrong decisions, and can lead a flock of sheep down a cliff
- c. **D – Decision Making Skills:** Once the analysis is done, you need to make the right decision. Good questioning, will lead to the right Information. Good analysis of the information, will lead to the right root causes and influencers. At this point, if you make a wrong decision, all effort goes waste.

- d. **E – Execution Skills:** A number of people, make decisions in their life, but fail to execute them. Thus ideas remain ideas, but never become reality. Successful leaders around the world, focus on all three above, but more importantly on executing plans in the most efficient and effective way

3.1 Differentiating themselves during Job Interviews

While every company wants to recruit graduates and post-graduates with good technical skills, they also want recruits who will ultimately make the change happen on the ground.

These key skills, to convert theory to practical outcomes, are a big differentiation for LSS graduates.

4.0 HOW LEAN SIX SIGMA (LSS) HELPS **AFTER** THEY ENTER THE INDUSTRY STREAM?

1. Winning the trust of Senior Leaders in the Organizations they Join

LSS helps build that trust through the:

- Delivery of work better, faster, and cheaper
- Utilization of QADE Model
- Delivery of 'Customer Value' and 'Business Outcomes'

3. Staying ahead of peers in the Organizations i.e. faster career growth when compared to their co-workers

As you start to build trust, you are given more and more challenging work, and as you are more and more successful in delivering challenging work, you move up the ladder, as you become more and more valuable to the organization.

At the same time the organization sees enough need to reward you monetarily since you are also involved in delivering 'Business Outcomes'.

3. Overtime becoming a renowned, respected and rewarded professional in the industry

Overtime, every individual wants to become a renowned, respected and rewarded professional in the industry.

This typically comes through:

- Innovation
- Creation of Industry Best Practices
- Delivering unmatched value to Customers
- Making direct impact to Businesses.



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Event Coordinators

Shrish Srivastava

+918986697241

shrish.eml@gmail.com

Abhishek Kumar

+918521130787

abhiiitjee.solanki@gmail.com

Branch Coordinators

Avijeet Anand

+918987039980

prince28v@gmail.com

B. Shiva Reddy

+918809254255

buyanishivakumarreddy@gmail.com

