

Success ... continued from page 1:

The Dorsey Group's four part methodology ensures "results by design, not by chance". The Dorsey Group's implementation of **Strategic Alignment ... (expectations)** define/communicate/measure what success is; **Organizational Development ... (people)** generate employee ownership and accountability for success; **Organizational Analysis ... (processes)** create the capability and capacity to achieve success; and **Implementing for Results ... (problem solving)** structure a culture that continually strives for greater success.

What is your organization's view of success? It could be innovation, competitive advantages, quality, customer satisfaction, growth and profits ... all of the above and others. Success is a journey of continuous, sustainable operational improvement ... achieving superior results that transform a company from the inside out.

"I attribute our increase in production directly to High Performance Work Teams. Without High Performance Work Teams, we would not have achieved this success."
VP Operations, Aerospace Industry

"I never would have believed the team could operate independently and achieve such a high level of quality in the process if I had not seen it firsthand."
Operations Managers, Distribution Industry

Message from Tim Dorsey ... continued from page 1:

Success is stating goals and attaining them. What is your goal? For some organizations, success is going from good to great, for others its quality and productivity improvements, or establishing multi-disciplinary teams on projects, to improve production or meet aggressive financial targets. All successful companies are looking to achieving continuous improvement with sustainable results. Without goals, you never achieve success. Our goal is to create a culture that propels remarkable success in your company. We look forward to meeting and working with you.

Planning for 2013? ... Our popular and highly successful workshop series is back!

Back by popular demand and updated with new tools, methodologies and strategies, The Dorsey Group will offer four off-site, two day training workshops in 2013. Designed for clients who want to refresh existing or train new employees or non-clients who want to gain essential knowledge without fully committing to a consulting arrangement, each workshop is an intensive study that will equip you with powerful knowledge that you can act on immediately.

Beginning in February with "Optimizing Performance, Empowering People", the workshops promise to provide explicit insights into employee engagement and the building of high performance work teams.

Additional workshops will be held in May, August and October, with updated workshop topics to be announced in our January 2013 newsletter and our website.

To request information (date, location and cost) for our February Workshop contact us at info@thedorseygroup.org or call 954-384-8774.

**Join The Dorsey Group at the American Manufacturing Strategies Summit 2012 (www.manufacturing-summit.com)
3rd Annual American Manufacturing Strategies Conference
McCormick Place Convention Center, Chicago ... Oct. 22-24, 2012**

Tim Dorsey, Guest speaker, "Cultivating an Advanced Manufacturing-Literate Workforce" **Oct. 23: 5:15-5:50**

Tim Dorsey will be a guest speaker in the panel discussion: "Cultivating an Advanced Manufacturing-Literate Workforce, Strategies to Attract,

Develop, and Retain Skilled Workers." Discussion will include 1)Innovations in internships, apprenticeships, and collaborations with local educational institutions to deepen the pool of qualified workers especially among young people 2) Identifying the top-performers of the future and making special efforts to grow their skillsets, abilities, and responsibilities over time 3)Training the workforce you already have: Novel approaches to cross-training, mentoring, coaching, and career management to keep your staff satisfied and productive and 4)Creating a self-sustaining and self-perpetuating culture of shared competencies.



THE DORSEY GROUP