

- CEO or Manager is replaceable but owner is not.
- Book value? Market value? Good will?
- depend on non-constant.
- fundamental sense.  
fundamental value  $\rightarrow$  cash flow. Cash loss  
non-fundamental  $\rightarrow$  investments losses  $\star$
- Assets  $\rightarrow$  investment  
Liabilities  $\rightarrow$  finance } go'
- green net  $\star$  ?
- financial decision can affect  
rate.
- Debt equity  
Debt
- Balance sheet.  
Depreciation
- Objective of manager? Share price  
maximization of firm value.
- Win  $\rightarrow$  100+  
Loss  $\rightarrow$  -50 } expected value  $\rightarrow$  (How?)
- Higher risk  $\rightarrow$  Higher return  $\rightarrow$  Risk lover (assumed)

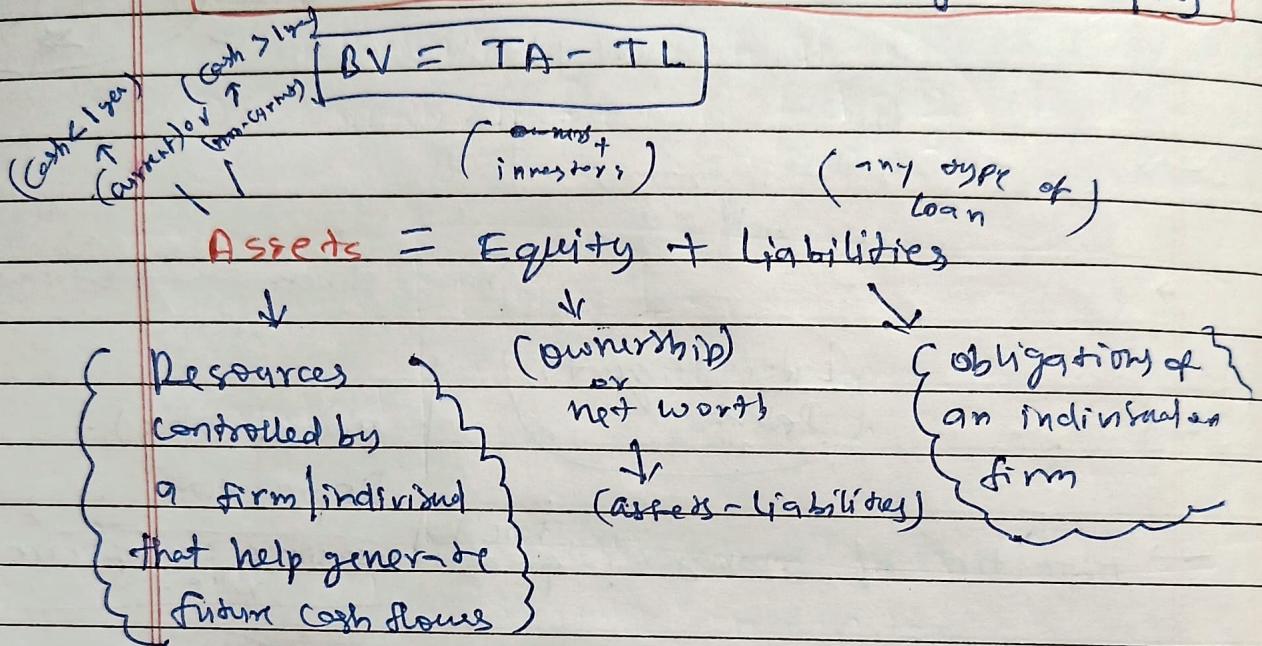
## Finance / Economics

- \* Face Value  $\rightarrow$  shares issued by which price initially ~~can't~~ (legally) is called face value. (listed in certificate)
- \* Share premium  $\rightarrow$  amount of price  $\downarrow$  which is more than face value.  $\star$
- \* Dividend  $\rightarrow$  profit given by company to share holders  
(always base on face value)
- \* Market value  $\rightarrow$  Trading price of a share.

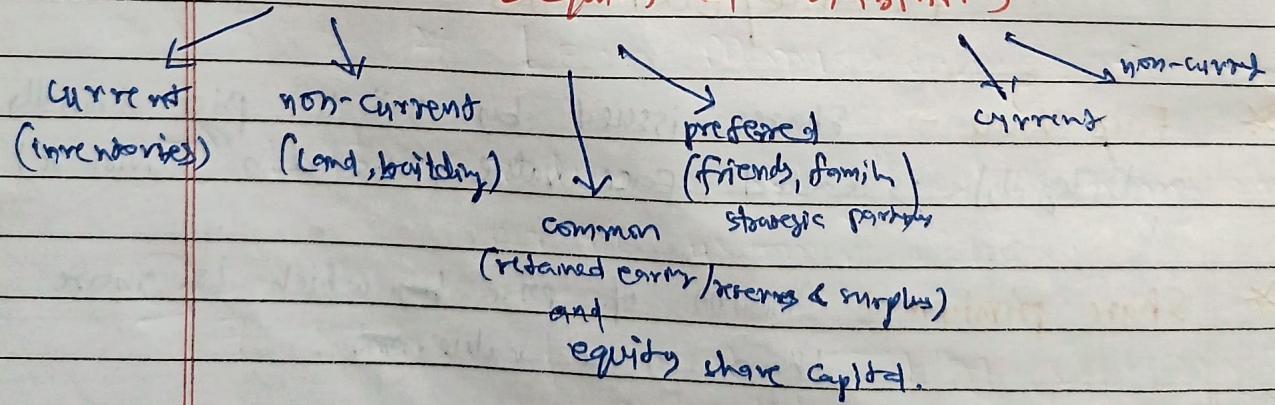
$$\text{net Cash flow} = \text{cash inflow} - \text{cash outflow}$$

## \* Book Value:-

Book Value = Total Assets - Total Liabilities  
 per share.  
 Total numbers of shares issued by the company



Assets = Equity + Liabilities



\* Depreciation → fall in the value of assets.

or loss in the value of Capital assets due to normal wear and tear during production process.

## 1 Expected Value.

$$EV = \left( \text{Probability of win} \right) \times \text{amount to win} - \left( \text{Prob. of loss} \right) \times \text{amount to lose}$$

b   09   ^	short notice $\rightarrow$ 06/09/23	role of finance manager
	residual cash flows	
	owner $\downarrow$ investment	firm $\rightarrow$ Govt. tax, equity owner/investor, lenders,
	(lender's returns are fixed)	
	sure shot $\rightarrow$ risk-free	more outcome $\rightarrow$ more risk less outcome $\rightarrow$ less risk.

2 Technical analysis?  $\rightarrow$  Capture temporary demand supply  $\xrightarrow{\text{momentum trend}}$   
(fundamental analysis)  $\rightarrow$  cash closure.

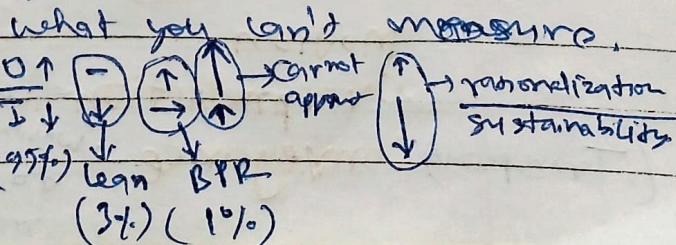
equity investors expect higher returns

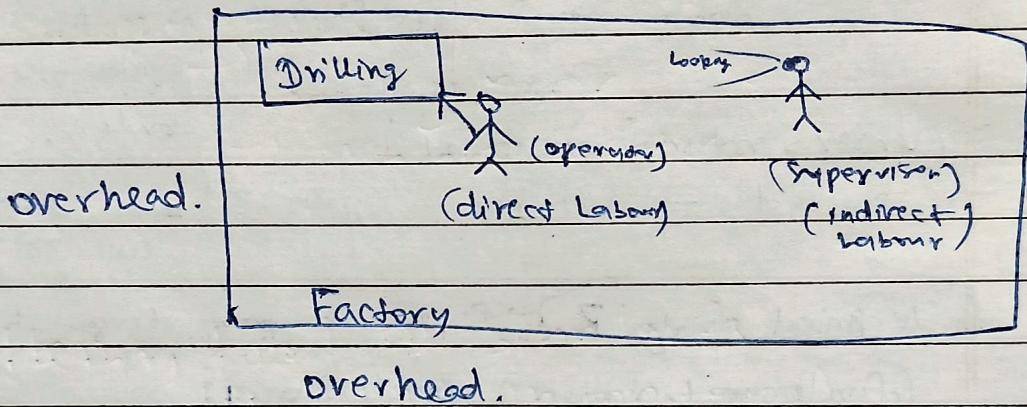
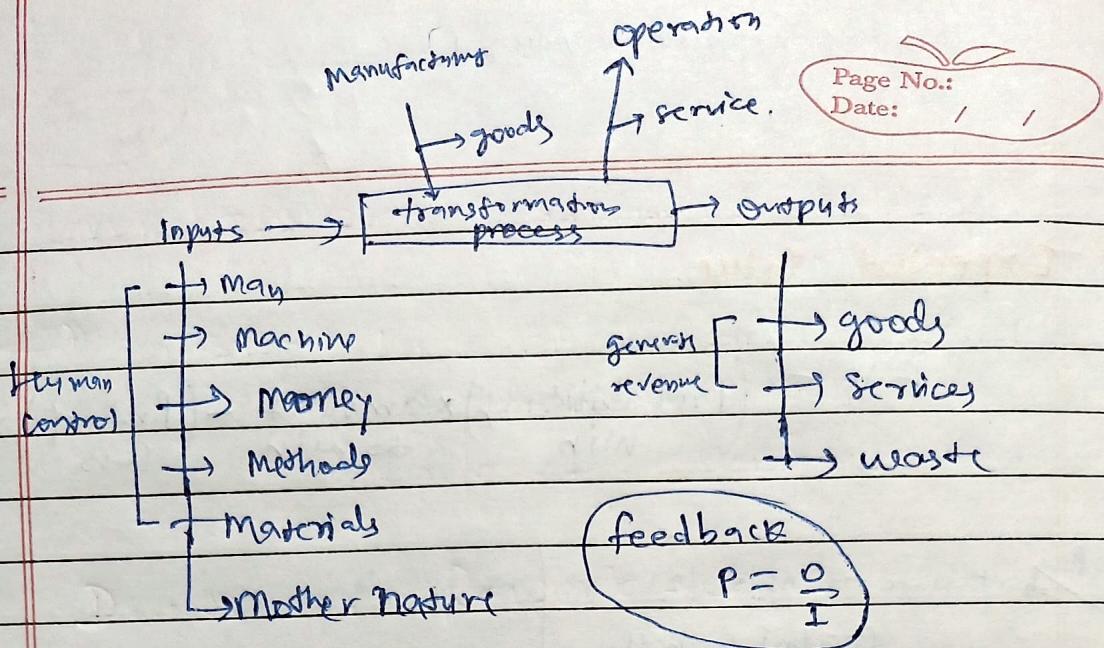
- risk aversion
- Government securities?
- e-shocks?
- market discipline?
- board-of-directors?
- agency cost?
- dividends + capital return?
- cost of capital?
- cost of debt?
- cost of equity?

Leverage  $\rightarrow$  equity return  
Capital return

Deeply philip.  
(productivity)

what you can't manage





WAG      EWAG      SWAG

Wild      Educated      Sophisticated,

↓      ↓      ↓

Guess               

Approximate

## \* Lean Manufacturing. \*

→ Lean → reduce wastage in company and increase customer value.

→ 7 forms of wast. (TIM WOOD)

+ Intrinsic ↓ waiting ↓ overproduction → Defects  
transport medium overproduces

**Correction** → repair or rework.

**Inventory** → excess inventory (store extra)

**Motion**

**Processing** → unnecessary work

**Overproduction**

**Waiting** → doing unnecessary work

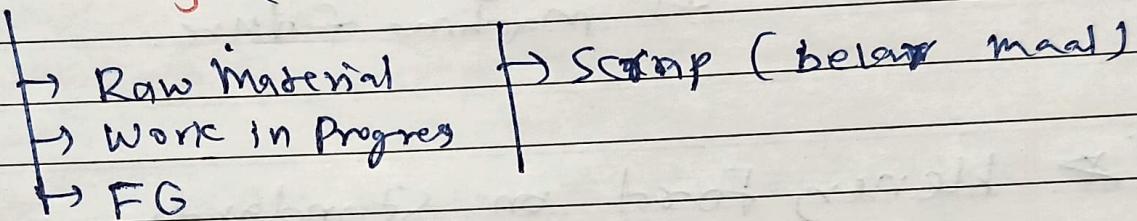
(Transport) **Conveyance** → waste effort to transport materials

→ non-working time  
waiting for supplies

### \* Transportation (over) or Conveyance.

- Causes → reverse flow
- zig-zag process layout
- multi-level shop floors.
- Non-availability of (trolley--)

### \* Inventory (Storing more stocks than needed)



- Cause → Bulk purchases.
- Variety of items (same rack no. changes)
- Improper line balancing.

### \* Motion & Movement.

- Excessive movement of operators / ~~Human resources~~

Cause → Non-availability of proper tools  
→ Work stations (wasted)

### \* Waiting (material, machine, employee → waiting)

→ time wastage of these

Cause → Communication Gap.

→ Lack of information

### \* Over production.

→ Cause → fluctuating demand  
→ improper supplier relations

## \* Over processing (unnecessary processing) incorrect process

- cause → Lack of awareness / Skill
  - use of improper tools
  - Lack of standards.

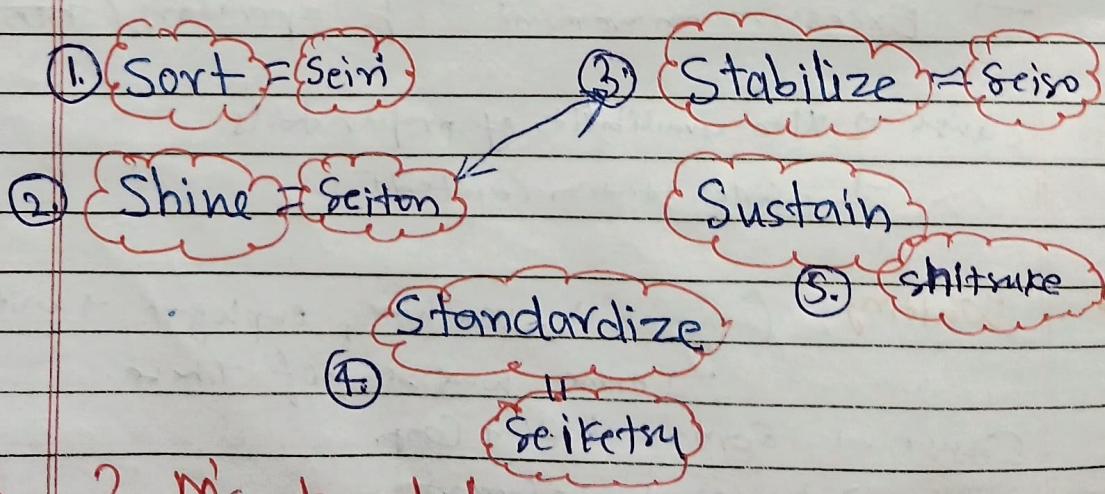
## \* Defects or Rework / Repair

- causes → Unskilled
  - Quality error
  - Machine failure.

## \* Henry Ford on Standards (or against inconsistency)

Muri → unreasonable or overburden.

## \* 5 S's of Lean



## \* 3 M's of Lean

## \* 3 M's of Lean (3 enemies)

wastage

Mura → (un-evenness) → improper work distrib.  
un-balanced.

Muri → (Overburden) → machine overburden  
(unreasonable) → duration decrease.

Muda → Wastage (TIM WOOD)

## \* Laying out a lean production facility.

process layout → ALCA functional / job shop layout.

→ similar equipments placed together based on their function.

(line layout)  
(operations sequence) → Product Layout

input → output  
(low total flow)

→ line balancing approach used

→ none / little variety possible

→ less flexibility to change  
→ more common in batch operations.

→ one machine failure stops the line (whole line).

→ simple planning

→ low work in progress

→ low skills required  
used in highly standardized process

→ machines are arranged

after their function

Process Layout

High flow time

→ extensive material movement.

→ more common in batch operations (group of similar products produced simultaneously)

Very high degree of variety in the products

flexibility and a day to change

do not affect process

much paper work and planning  
high work in progress.

Skilled workers required

machines & equipment are arranged according to their functions

Software do calculate optimum process layout  
→ CRAFT (computerized relative allocation of facilities technique)  
→ COREPA.

Page No.: / /  
Date: / /

Product family → group of products that normally look similar and required same processing steps to produce.

Group-Technology (GT) →

Classifying and grouping similar components together based on design, shape or manufacturing process.

Cell layout = product layout + mixed (operator seq. & direction of flow)

SMED (single minute setup exchange of dies)

→ includes → 7 steps

(i) Observe the current methodology

(ii) Separate the internal and external activity.

(iii) Convert internal to external activity

(iv) Streamline the remaining internal activity by analyzing (Value Added) and NVA.

(v) Streamline the external activities (to reduce time)

(vi) Document the procedure (record the activity)

(vii) Do it all again.

→ Target set-up time in SMED < 10 min.

→ Computer based System

## MRP (Material Requirement Planning)

- Study of material requirement.
- Demand Dependent Demand items

### → MPS (Master production Schedule)

↳ according to demand  
material ordered:-

~~class~~

## Objectives

→ Determ. quantity & timing of finished goods demand

→ It computes inventories.

\* Primary economy → Agriculture (earth related)  
→ mining

Secondary economy → Manufacturing  
→ Conversion to goods

Tertiary economy → Service (Tourism)  
→ 3PL

$$* \text{ GDP per capita} = \frac{\text{GDP}}{\text{population}} = \frac{\text{GDP}}{\text{hours}} \times \frac{\text{hours}}{\text{workers}} \times \frac{\text{workers}}{\text{population}}$$

employment rate.

\* Foreign investments.

(i) Efficiency →

→ same production with less input  
of 5 M's (Man, Materials, Methods, Money.)

(ii) Effectiveness → plan vs actual

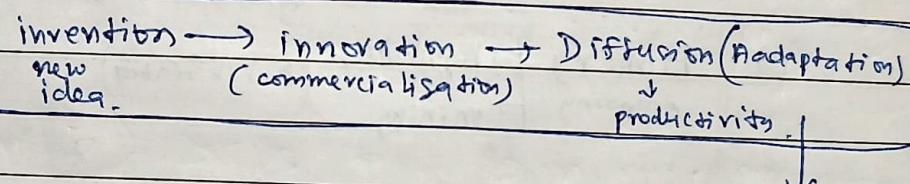
(iii) Quality → (meet customer expectations.)

→ Satisfy in most area.

perceived quality → CCD

(iv) innovation → commercialisation

# Product as a service → innovation → product process service.



(T)

\* Three R's

Reduce, Reuse,

↓ waste

↓ extra usage

Recycle.

↓ use the same material.

Engineering &  
Management.

\* Eco-Efficiency → being "less bad".

• 2 more R's

Refine

↓

improve performance

Recover

↓

gold and silver from circuit boards.

• 1 more R

Re-innovate → innovate something new from already  
innovated product.

(cradle-to-cradle → no waste) (most use of old one)

### \* Lean manufacturing continues...

#### Push control system | pull control system.

- |  |   |
|--|---|
| → MRP software system<br>use this control system.          | → it is also referred<br>to as Kanban system<br>(paper authorisation or approval) |
| → easy but produces lots<br>of inventory and imbalance.    | → approval in the form of<br>light (ANDON)  |
| → both information and<br>materials are pushed<br>forward. | → material pushed and<br>information pulled.<br>→ only works on flow<br>system.   |

\* Bottleneck - It is a stage or (stages) that slow down the process in the process that slow down the production of good.

### \* CONWIP → Constant work in progress.

↓  
(it set a target) → it's con  
inventory

→ The CONWIP control gives the a local global information flow (like the drill sergeant) and the Kanban control system gives a local flow of information.

global is supplemented by the local information.

When push pull control system is implemented correctly then it is called Just-in-Time (JIT) manufacturing system. (product arrives as it is needed)

- JIT system works well when →  
 ↗ the flow is uniform  
 and product mix is stable
- buffer → used to adjust variation in production process.
- TAKT → rhythm. ( $t_k$ ) → (time/piece)

$$t_k = \frac{\text{Available operating time (sec/day)}}{\text{Daily demand (pieces/day)}}$$

### \* The Five(5) Steps of lean implementation

Step ① → Specify Value: (meeting customers expectation, needs at a specific time and price).

Step ② Map → three critical management task.

- (i) Problem-solving task.
- (ii) The information management task.
- (iii) The physical transformation task.

Creating map of current and final state and eliminate waste by categorizing them.

Step-③ → **Flow** → eliminate functional barrier and develop a product-focused organization that improves lead-time (dramatically).

Step-④ **Pull** → Let the customer pull products as needed, eliminating the need for a sales-force.

Step-⑤ **Perfection** → There is no end to the process to of reducing effort, time, space, cost and mistakes.

\* **Andon Lights** → flashing lights used to indicate production status in one or more work centers.

green → No problem

yellow → Situation requires attention

red → production stopped, attention urgently needed.

(Tidology) **Autonomation** → Semi-Automatic work.

**Lora-yoke** → technique to prevent mistake -

**Doka-yoke** → where only warning is provided.

**Flexible manufacturing System** → Change-over time / response time ↑.

**heijunka** → Production schedule to distribute

Kanban cards in efficient manner.

Demand driven,  
**KANBAN** → (signal board).

Consumer



~~Customer~~ warehouse



manufacturing  
department



Inventory



Supplier

→ with the help  
of Card (Kanban  
card)  
placed in the bin.

→ Advantages → Reduce wastage, inventory.

- increase effectiveness and efficiency.
- reduces total cost.

(P) Production Kanban



production of fixed  
amount of goods  
(OK to demand)

Transportation Kanban.  
(T)

transportation of full  
container to the down-  
stream.

Toyota rules for KANBAN.

- (i) each process issues requests.
- (ii) production A/c to quantity and sequence of requests.
- (iii) No item made or transport w/o request
- (iv) processes must not send a defective item.
- (v) limiting pending requests.

DPhilip (Class)

process is perfectly scripted → person independent practice → person dependent & varies by org.

Process planning -> (i) customer → decide

(ii) what are your <sup>selling</sup> strategy

(iii) How will you satisfy customer

Reasons of outsourcing.

(i) Cost → cheaper than current operation

(ii) Capacity → sufficient capacity.

(iii) Quality → in-house allows better quality control.

(iv)

→ Assembly → you have the components.

→ fabrication → How to make those components? + time.

\* Learn Manufacturing Cont...

CNC (computer numerical control) machine.

→ It processes a materials piece of material to meet specifications by following coded programmed instructions without a manual operator.

\* Steps involve in gldots (Automation)

(i) discovering abnormalities → (ii) stopping the process

investigation & solving the root cause (iv) ← (immediate fix) (iii) ← [the problem]

### (3) Combination Layouts.

(i) process layout

(ii) product layout

(iii) Combination Layout → Combines the advantages of both product & process layouts.

(iv) Fix position layout.

→ In this type layout product fixed at a position & (equipments and machines moves).

※(\*) Kaizen Blitz (2 - 10 days)

→ A rapid improvement effort designed to produce results within a few days. (rapid quick solution)

Availability factor = effective time

total time planned.

Quality factor = number of good products  
total products made,

Performance rate →  $\frac{\text{Actual machine speed}}{\text{Designed machine speed}}$

~~abhimanyu  
dipashii~~

$$\frac{1}{1+r} = \frac{1}{1+r} - 1 \quad (1)$$

Page No.:

Date:

$(1+r)^t$  = discount factor

→ Cash flow discount =  $\frac{\text{interest value}}{(1+r)^t}$   $r = \% \text{ interest}$   
 $\text{Present Value}$   $t = \text{time period}$ .

Present value of cash flows =  $PV - \text{investment}$   
 $NPV = \sum_{t=1}^{\infty} \frac{C_t}{(1+r)^t}$   $\xrightarrow{\text{inflow/outflow}}$  could be (+/-).

→ In value → dollar ~ today & tomorrow

(return → intrinsic)

(opportunity cost  $\xrightarrow{\text{depends}}$  on risk of project)

$\sum_{t=1}^{\infty} C_t = P = \left( PV \text{ of perpetuity} = \frac{C}{r} \right) r = \text{interest rate.}$   
 $\rightarrow \text{for infinite time.}$

$$\sum_{t=1}^{\infty} C_t = P$$

$$NPV \text{ for } r = \frac{C}{r} - \frac{C}{r} \left( \frac{1}{1+r} \right)$$

→ projects  $\rightarrow C_0 = F(r_e)$   
 Borrow  $\rightarrow C_0 = (F(r_e))$

## Deepu philip (IMPORTANT)

- Transportation → Railroad → less value/flexible  
→ bulk products
- Highways → flexible  
→ less distance
- Water → cheapest  
→ least speed [high volume]
- Air → less time  
→ High weight
- Pipe line → fixed for, less operating cost

Transportation Mode formulae. (fixed demand)

→ number of sources → number of destination

at minimum possible cost

importance

Minimum Transportation cost. (Least Cost Method)

from \ to	$w_1$	$w_2$	$w_3$	Supply	Method
$P_1$	8	5	6	120	
$P_2$	15	10	12	80	
$P_3$	3	9	10	80	
Demand	100	70	60		

Process strategy → Vertical integration, Capital intensity, process flexibility, customer volume.

→ How much of the work to be done outside the firm depends on: cost, capacity, quality, speed, reliability, expertise.

→ At analyze design spec → Assembly chart  
→ Operations process  
→ process flowchart

\* Assembly chart → to show the relationship of each component part to its parent assembly.  
→ first layer  
→ 2nd layer  
→ 3rd layer (not include instruction for prep.)

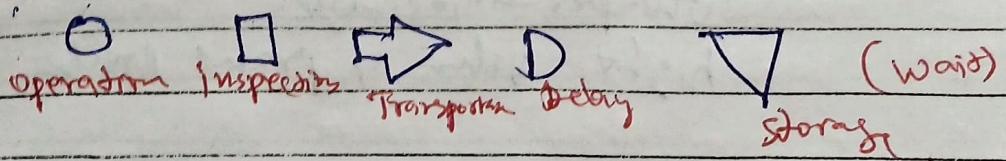
ex → Burger

\* Operations process chart

→ shows how each item is to be fabricated. (contains more information than assembly chart)

\* Process flow chart

→ It describes the processes using five standard symbols to highlight non productive activities.



## Types of processes (production)

- (1) Projects
- (2) Batch Production.
- (3) Mass Production
- (4) Continuous production

(1) Projects → complex, one-at-a-time product

(fixed position layout is used in projects, where the product can not move.)

→ contracted type 1.

(2) Batch production (Job shop or intermittent production)  
(flexible)

→ low in volume, fluctuating demand.

→ highly skilled worker needed.

→ variety of items can be produced

(3) Mass Production (flow lines / assembly lines)

→ standardized products.

limited skills

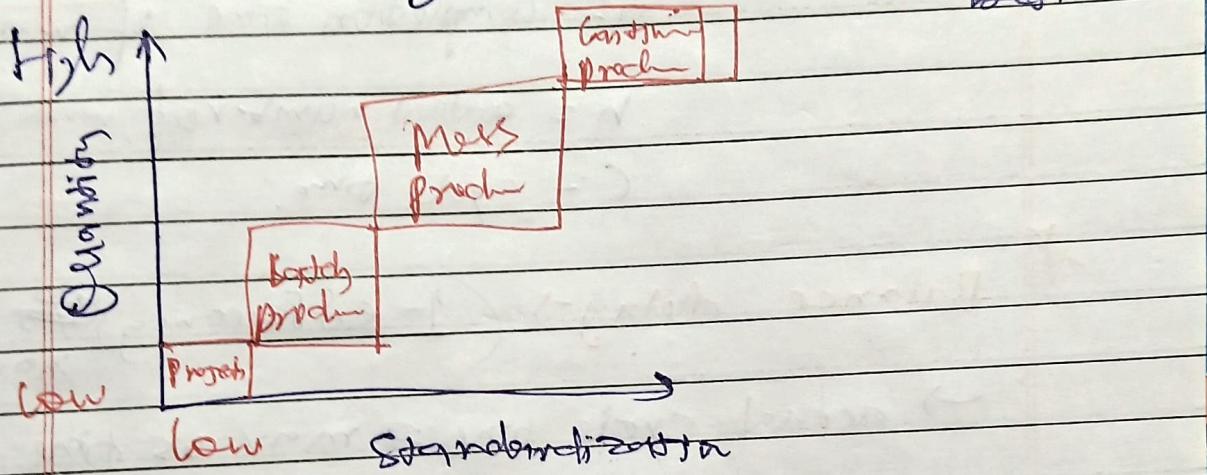
high efficiency

low per-unit cost

high value of product produced

### Continuous Production

- Standardized → high volume commodity prod (e.g.)
- runs 24 hrs a day → process industry
- crude oil refineries
- output is continuous
- efficiency, ease of control, capital intensive



### \* Factory Layout Basics

Work-Station → area where at least one worker or machine is required

→ Line Balancing → process of equalizing the amount of work at each work station.

if there are two constraints (i) precedence (ii) cycle time

$$\text{Max(individual time at)} \leftarrow \frac{\text{net available time}}{\text{no. of unit prod}}$$

→ lead time/flow time → time required to complete an item.

$$\text{Line efficiency} = \frac{\sum_{i=1}^j t_i}{nC}$$

~~WS~~  $\# WS = \frac{\text{total time available}}{\sum t_i}$

Cycle time (C)

$t_i$  = completion time of work element

$n$  = actual number of work stations

$C$  = cycle time.

\* Balance delay  $\rightarrow (1 - \text{efficiency}) \times 100\%$

$\rightarrow$  actual cycle time = max ws time on the line.

\* Computerized line balancing

$\rightarrow$  COMSOL can assign  
ASYBL hundreds of  
work elements  
to work stations  
on assembly  
line.

$\rightarrow$  Most common is

ranked positional weight  
technique.

Rank positional weight technique

(i) find "C"  $\rightarrow$  (ii) construct the procedure network

(iii) positional weight = element's operating time + all clean up time

(iv) Sort the positional weight in decending order (rank them)

Wali wali technique to sort one by one  
that A B C | D from

## ABC System.

Top 5-15% of items = A (20% - 80% value)  
 Next 30% of items = B (15% of value)  
 Last 50-60% of items = C (5-10% value)

## Basic EOQ Assumptions

- (i) Demand is certain known, relatively const.
- (ii) NO shortage time
- (iii) lead time const  
for receipt
- (iv) The order quantity is received at once.

$$\text{Annual ordering cost} = \frac{C_o D}{Q}$$

$$\text{Annual carrying cost} = \frac{C_c Q}{2}$$

$$\text{Total cost (TC)} = \frac{C_o D}{Q} + \frac{C_c Q}{2}$$

for optimal order quantity  $Q^*$   $\left( \frac{C_o D}{Q} = \frac{C_c Q}{2} \right)$



## Critical Path method.

forward procedure  $\rightarrow$  minm makespan.  
 Backward procedure

ABG

Page No.:  
Date: / /

→ **360° C program** → performance appraisal  
program that allowed managers to  
question even his leadership style.

→ The first implication of the case study:-  
HR must design and ~~adopt~~ redesign  
effective methods to anticipate the needs of  
the current business (will hurt the org.)

→ **Babu Culture**:- the head of company is  
always looked to for direction  
and decisions.

→ **The womb-to-tomb policy**:- No fixed retirement  
age. loyalists of the family stayed on  
with the company. If they could not  
work anymore, they would ~~could request their~~  
<sup>in the</sup> Babu to guarantee their child ~~and~~  
<sup>in the</sup> job.

→ **The Kith-and-kin policy**

→ Guaranteed job for the family  
members in the group.

→ **The paratha System** → was a manual system  
suited for relatively small  
Production Systems

CVA = Gross Cash flow - [Cost of Capital - Gross Cash flow]

~~McKenzie~~

## McKenzie Recruitment Policy

- Looks for → exceptional academic performance
- diverse experience
- Leadership qualities
- Problem solving skills
- Strong analytical mind

$$\text{Compounding frequency} = \left[1 + \left(\frac{r}{m}\right)\right]^m$$

m = period

r = annual quoted rate

$$(\text{effective interest})_{\text{new}} \text{ rate} = \left[1 + \left(\frac{r}{m}\right)\right]^m - 1$$

$$\rightarrow \text{effective interest rate} = e^r - 1 \quad (\text{if } m \rightarrow \infty)$$

$$PV = \frac{C}{r-g} \left[ 1 - \left( \frac{1+g}{1+r} \right)^t \right]$$

$$NPV = PV - \text{investment.}$$

$NPV > 0$  accept

$$r = \frac{\text{net profit}}{\text{Investment}}$$

$r >$  opportunity cost of capital accepted

→ depreciation is subtracted from book income to get profits.