

Production Process

- It is an activity that processes raw materials by combining them into a finished product.
- An example is the **car production process**, where car parts are made separately, starting from the steering wheel, frame, engine, tires, and so on

Objective of Production Process

- Meeting the human needs in achieving prosperity from the availability of goods and services.
- To maintain the survival of a company.
- Provide added value to a product.
- To meet market demand, both from domestic and international markets .
- Gaining profit so that a company achieves the desired level of prosperity.
- Produces export goods to increase the country's foreign exchange sources.
- Stimulates the growth of other production businesses so that they can attack.

steps in production process

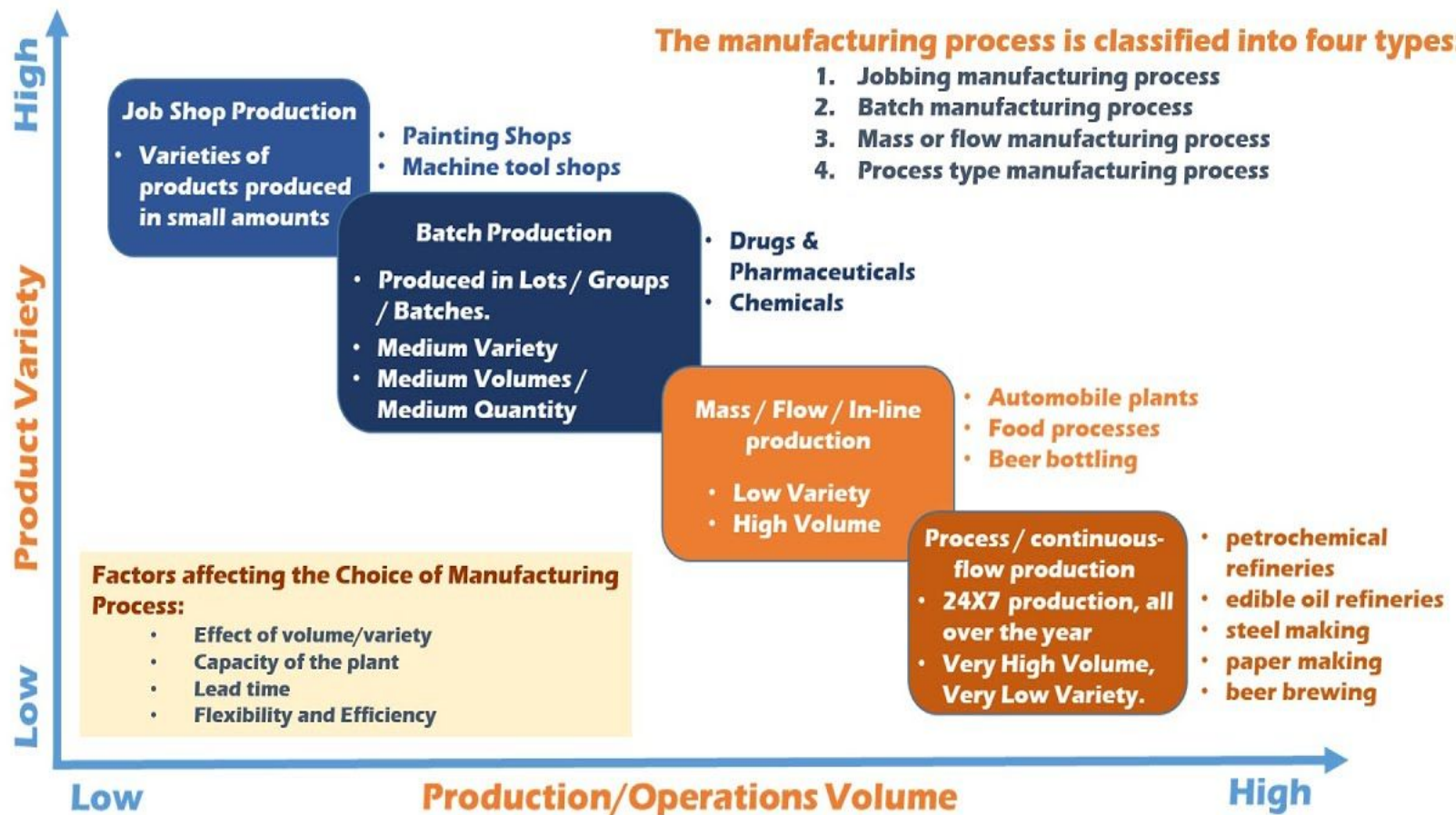
- Initial planning stage. ...
- Product Development Phase. ...
- Prototype production/evaluation. ...
- Commercial prototype production planning. ...
- Commercial Prototype Production/Evaluation. ...
- Commercial Production. ...
- Inspection, Shipment, Delivery.

Types of production processes

- Batch,
- Unit,
- Mass,
- Continuous production.
- Short term
- Long term
- Intermediate

Types of production processes

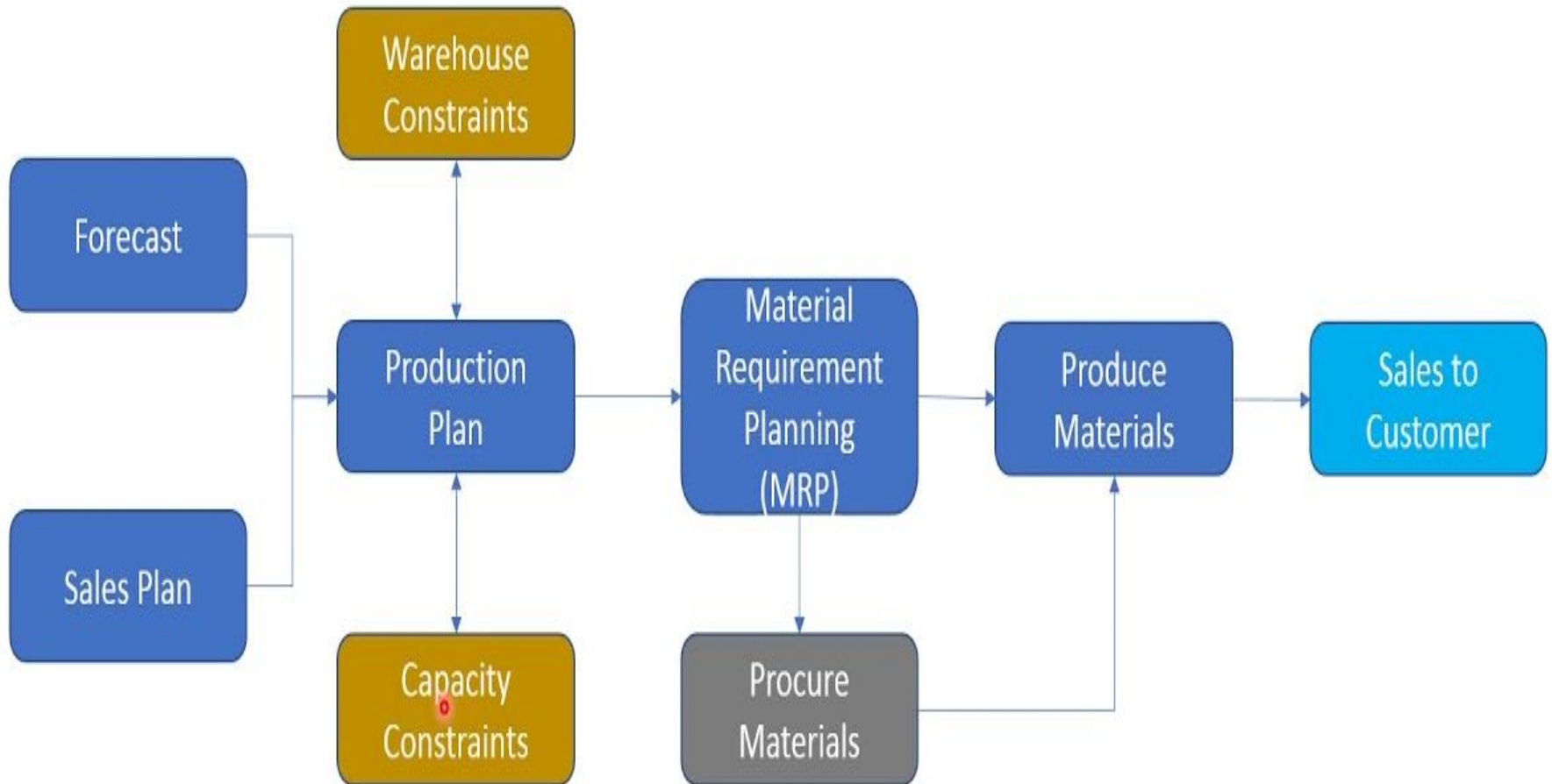
Types Of Manufacturing Processes



Characteristics of Business Process

- **Extractive process:** Production activities by taking products directly from nature.
- **Analytical process:** Production activities that separate a product into more and more similar forms to the original.
- **Fabrication process:** The process of converting a material into several new product forms.
- **Synthetic process.** The process of combining several production materials into a product form. Synthetic procedures are also often referred to as assembly processes

Production Process



Demand forecasting

- **Demand forecasting** is known as the process of making future estimations in relation to customer **demand over a specific period**. Generally, demand forecasting will consider historical data and other analytical information to produce the most accurate predictions. More specifically, the methods of demand forecasting entails using predictive analytics of historical data to understand and predict customer demand

What is in a sales plan?

- What is in a sales plan?
- A sales plan **details the overall sales strategy of a business, including the revenue objectives of the company and how the sales department will meet those goals.** This may also include revenue goals, the target audience and tools the team will use in their day-to-day.

warehouse constraint

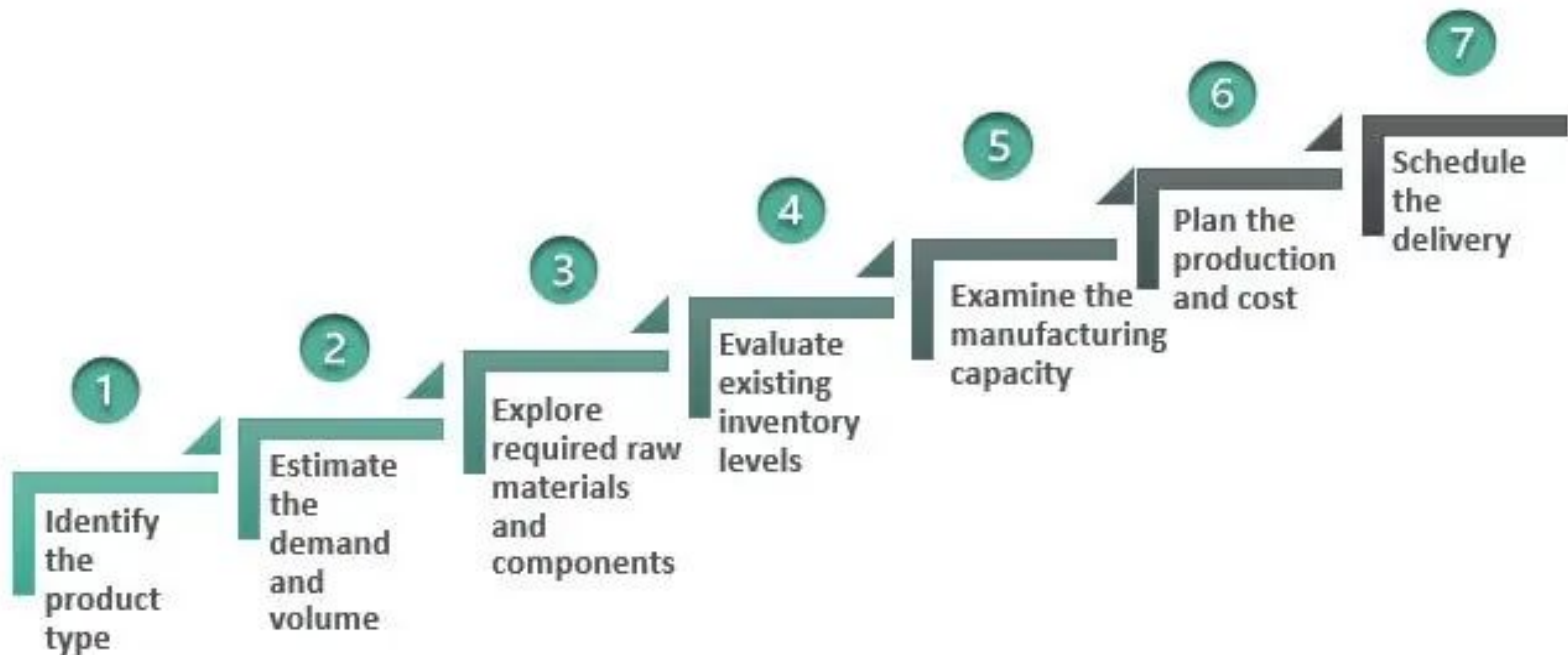
- The warehouse constraint is **one of the most challenging problem of the supply chain**. We can optimize the inventory and order quantities with the opportunity cost and production & logistics issues. This is done per product. We can add the warehouse constraint to the model

Production planning

- the planning of production and manufacturing modules in a company or industry. It utilizes the resource allocation of activities of employees, materials and production capacity, in order to serve different customers.

MRP-Material Requirement Planning

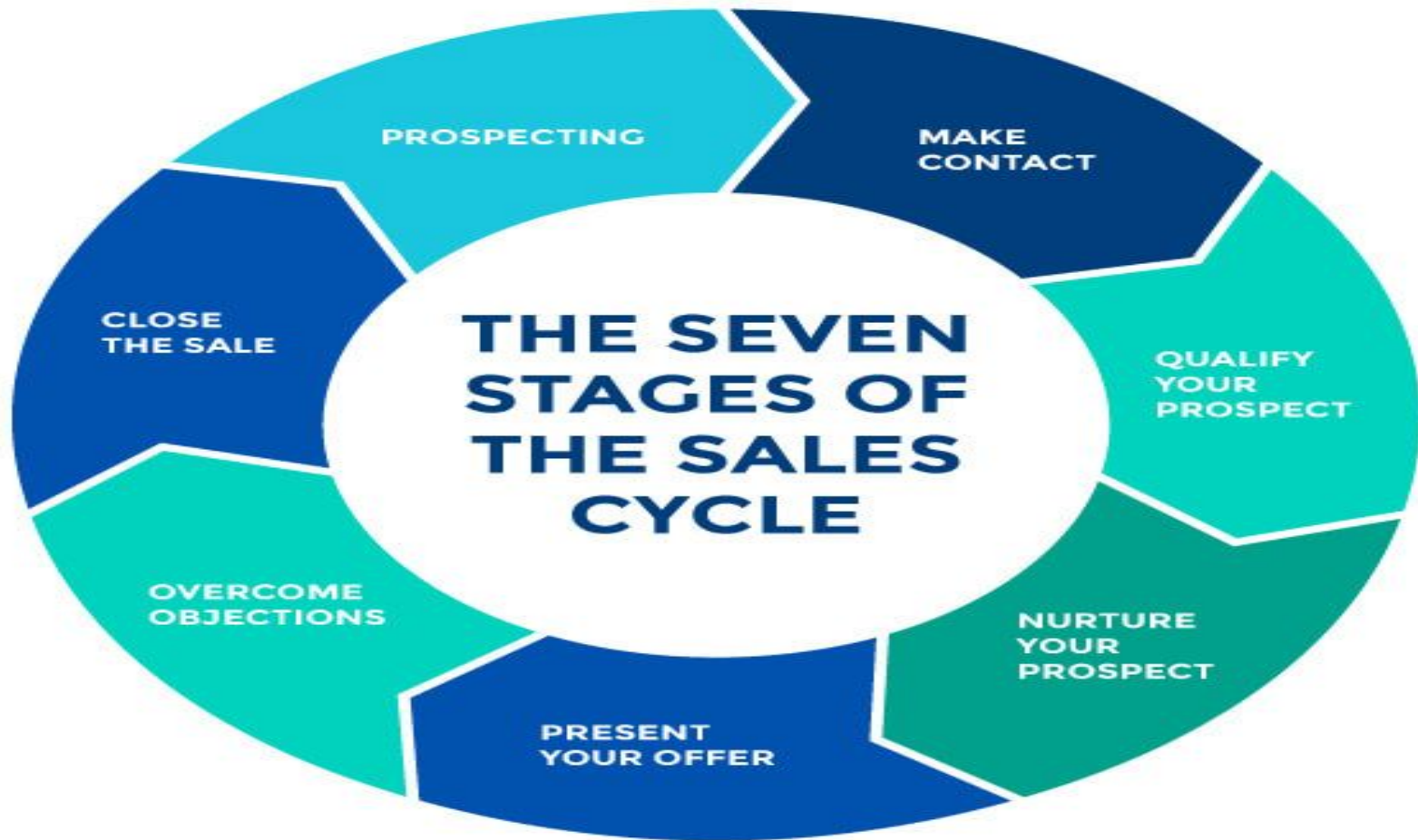
Material Requirements Planning Steps



Production Process

- **Industrial processes** are procedures involving **chemical, physical, electrical or mechanical steps** to aid in the manufacturing of an item or items, usually carried out on a very large scale. Industrial processes are the key components of heavy industry.

Sales Process



The Seven Stages of the Sales Cycle

1. Prospecting
2. Make Contact
3. Qualify your prospect
4. Nurture your prospect
5. Present your offer
6. Overcome objections
7. Close the sale