



Engaging human performance
to deliver strategic results

Just-in-Time (JIT) Experience

Introduction: Sensei International provides Continuous Improvement (CI) consultancy, based on Kaizen. One objective of Kaizen is to achieve Just-in-Time (JIT) production that ensures the best quality, zero wastage, optimum work in progress, optimum cost and 100% order fulfilment. The JIT experience is part of Sensei's CI training. We are now happy to provide you the JIT experience as a stand-alone learning opportunity.

What is 'The JIT experience'? This is a 1 day learning experience where participants will first learn the principles of Kaizen' and thereafter take part in running a best-in-class production facility. Participants will play the roles of leader, quality manager, sales person, inventory manager, production staff and line feeders, manufacturing products made out of stickle bricks. There are multiple workstations that produce components of the product and it requires a total team effort to maintain the best-in-class manufacturing facility achieving best-in-class standards. The game that is consistent of 3 rounds sees mediocre quality in round 1, average quality in round 2 and best-in-class quality and JIT standards in the final round. The participants achieve the improvement with self-learning with minimum guidance from the trainer. Please click on the link below to see a sample of the game being run for a group of bankers in Dhaka.

<http://youtu.be/SOZnZAUtSAQ>

Benefits to participants:

- Learn skills required for JIT manufacturing of products and services.
- Gain the belief that any process can be improved to JIT standards
- Develop teamwork and communication skills required for JIT manufacturing.
- Learn key ratios for JIT manufacturing such as re-work, wastage, manufacturing lead time (MLT), Work in progress (WIP), defect ratio etc. and how to improve them.
- Learn how to apply JIT skills and mind-set back in their organisations, be it product or service manufacturing.
- Develop leadership skills required to lead the creation and sustenance of a JIT operation.
- Ability to achieve better profitability back in the work place through moving towards optimum productivity, zero wastage, 100% quality, optimum inventory (raw materiel, WIP and finished goods) and 100% delivery on time

Ranjan De Silva's Global Clients from over 20 countries:

Ranjan's multinational clients include Apollo Hospital, British American Tobacco, DHL, Glaxo Smithkline (GSK), Maersk, Nestle, Nokia Siemens Networks, Novartis, HSBC, Holcim, Ranbaxy, Reckitt Benckiser, Singer, Siemens, Sri Lankan Airlines, Svitzer Wijismuller and Unilever in addition to more than 100 local companies in these markets. Click below for testimonials by clients:

<http://www.ranjandesilva.net/#!testimonials/c1qbl>

Visuals of the JIT game

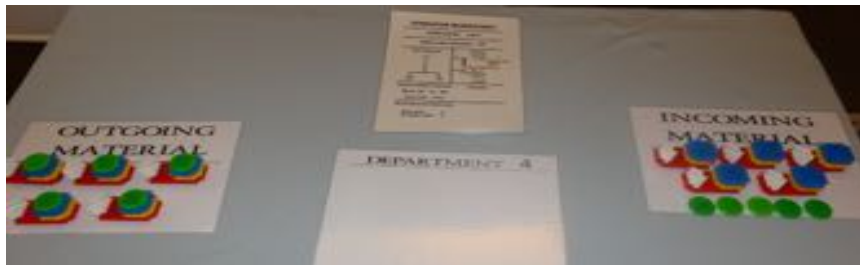
Participants from a leading bank in Dhaka playing the JIT game and learning JIT skills & attitudes



The JIT set up at the start of the game with best in class standards



One of the 7 workstations with finished goods and work in progress in the JIT set up.



Who should attend? The JIT experience is for natural teams involved in manufacturing of products and services. It is best for the entire team to take part so that they can learn together and agree on how to apply the tools back in the workplace. Participation of cross-functional, multilevel teams responsible for core-processes is beneficial to organisations.

Venue and dates: to be arranged by the client with mutual agreement with Sensei.

Timing: 9.00 am to 5.30 pm [1 day]

Batch Size: The optimum batch sizes are 36 or 54 participants +/- 5%

Booking sessions: email ranjan@sensei-international.com or a Sensei office close to you. See Sensei offices at: <http://www.sensei-international.com/contact/>

About Ranjan De Silva: *[scroll down for testimonials regarding Ranjan]*



RANJAN L G De SILVA, Partner -Senior Management Consultant – Sensei International;

Ranjan is an extremely experienced Team Leadership Specialist & CEO Success Coach, focusing on helping teams to be more aligned, passionate, emotionally engaged, communicate better, and thereby deliver spectacular results.

Ranjan has an ideal mix of practical and theoretical grounding which makes his input value adding to the clients. His practical experience comes from 30 years of corporate experience, from his time as Director of the food business of John Keells Holdings a leading Asian conglomerate, and subsequently for various SENSEI clients over the last 15 years. As a CEO Success specialist he lead ‘Agora’ Supermarkets as Chief Executive Officer’ and ‘Apollo Hospital Dhaka as Director Strategy Execution’ playing the CEO roles of both these organizations creating winning cultures during his tenure.

Ranjan and his fellow consultants of Sensei International created the path-breaking tool, Human Performance Index [HPI], which is believed to be a pioneering effort in this area. Ranjan presented this at the Bangalore HR summit on the 17 of December 2011 and his paper received the 2nd runner up award out of 22 papers presented.

He has provided consultancy and training for people at all levels of organisations in Vietnam, United Kingdom, United Arab Emirates, Thailand, Sri Lanka, Singapore, Saudi Arabia, Russia, Qatar, Pakistan, Oman, Maldives, Malaysia, India, Indonesia, Kuwait, Egypt, Canada, Bangladesh and Bahrain. His multinational clients in these various countries include Apollo Hospital, British American Tobacco, DHL, Glaxo Smithkline [GSK], Maersk, Nestle, Nokia Siemens Networks, Novartis, HSBC, Holcim, Ranbaxy, Reckitt Benckiser, Singer, Siemens, Sri Lankan Airlines, Svitzer Wijsmuller, Unilever and various local companies in these markets.

His theoretical grounding is derived from the Postgraduate Diploma in Marketing from the Chartered Institute of Marketing [CIM] UK, where he received the gold medal for the best results in the world at the final examination. His MBA is from the Postgraduate Institute of Management, University of Sri Jayawardenepura. He is an accredited trainer in delivering the personal transformation programme, ‘Mastery of Self through Neuro Linguistic Programming’ and its derivatives.

Ranjan is a Fellow of CIM and a Past Chairman of CIM, Sri Lanka Branch. These roles and his current role at SENSEI have enabled him to network with corporate leaders of top companies. He has also networked with management gurus of the caliber of Tom Peters, Edward De Bono, Jack Trout, Ron Kaufman and Robert Holden, all of whom have spoken at various events organised by Sensei. His mentor, friend and partner, Omar Khan has been a tremendous influence in his development as a world-class Team Leadership specialist & CEO Success Coach.

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He is also a part of the panel of great speakers and trainers promoted by Big Speak USA the premier speakers bureau in the world and Right Selection the premier event Management Company in the Gulf. He has shared the stage with Bob Ulrich and co-delivered with him the mega learning experience ‘Sales Power’ 3 times in Sri Lanka and Bangladesh. He is the author of the highly acclaimed book, ‘Mind Programming for Sales Success’ and it’s new, further enriched edition of the book titled ‘A Better Way to Sell – Sales Mastery through Self Mastery’ was published by Pearson.

Testimonials from Past participants

Thank you for the excellent “Stella” workshop. The success of the session was enormous. I can advise you that people have returned with a very positive spirit. Well done for helping to create that “will do” feeling.

Ray Bremner - Chairman Unilever – Egypt

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You have scored a 95% satisfaction rating at the ‘Living the Values’ playshop. We have never seen such a high rating at any of the sessions before.

First Gulf Bank - Abu Dhabi

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It was my pleasure to have you with us. The delegates were very happy with the outcome, so much so the CEO wishes to send his son to one of the open programs – maybe the one in July in Colombo.

Roomy Rahim - Head of HR - Al Rajhi Bank Saudi Arabia

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Yesterday directly after the end of the program I had 5 emails both praising the program and expressing commitment towards developing a coaching culture...

Steven Gross - HR Director – Unilever Pakistan

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The Senior Management “Journey” was a very positive and productive experience and a “journey” that we will all benefit from – driven by many activities & good open exchanges. A special “THANK YOU” to Mel, Shilpee, Lester & especially you – for conducting a truly professional experience. A job well done.

Peter Simson - General Manager - Hilton Colombo Residence, Sri Lanka

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I would like to thank you and your team for an excellent contribution in our Management Development Program. The participants rated your module very very high & I can feel the wave in the office as others were asking me what actually happened in the program...

Arif Shahriar - HR Manager – British American Tobacco, Bangladesh

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The playshop was a very rewarding experience for all of us. There is a wonderful buzz in the Organization. A lot of the material that we covered will be incorporated into our regular MIS.
Kaiser Kabir - Managing Director - Renata Ltd, Bangladesh

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I would simply like to say THANK YOU for the excellent journey we had together, and that I am amazed to see life has so much more to teach me even today. It was also like looking at myself in a mirror and find strength to do better every day that God permits me to live on. Life is easy, with eyes closed; life is superb when eyes are wide open. Amazing, isn't it? Thank you very much, and Have a blissful day!
Sajjad Hossain - Siemens Bangladesh

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Please accept our appreciation for your invaluable contribution at the Sales Excellence workshop. It was an extraordinary experience for all of us and the theories, concepts and practical application have helped our team immensely in performing at our highest potential. The post-event feedback has been overwhelmingly positive and most participants have commented that it has helped them to "Stretch" and realize hidden potential. Congratulations to you and your team for conducting a successful workshop and we look forward to working with you in organizing the follow-up sessions.
Sanjika Perera - Head of Sales - HSBC Sri Lanka

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We just returned from our Foundation Development Program last night, and this is my first opportunity to express my personal gratitude to Mr. Ranjan De Silva for his excellent coaching and at the same time to you [Farzana Siddique] for your wonderful and lovely assistance to all of us. I still believe that what was shared or taught during the one-day session was ideas and thoughts we all know, or something we all had learnt earlier, and all it takes is to use common sense during practical scenarios to realize these issues. Yet common sense is something which is not common amongst us all, and that's why sessions like the one Sensei had conducted are so valuable in making us realize our mistakes and getting the learning deep into our hearts. I sincerely believe both of you did miracles in just 8 hours or so, and I now plan to be more organized, more attentive to what I do and I definitely look forward to becoming a better contributor amongst my colleagues, my family members and my friends. Thank you so much for guiding me this way. My sincere thanks to all of you in Sensei International for this session and for the lovely time we had.
Riaz Jalal Saadullah - Pricing Manager – Marketing - DHL Express Worldwide Bangladesh

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This morning's talk by you to our sales force, as they launch in to a new half year of achievement, was simply excellent. The team went away highly motivated and with renewed energy. I hear a positive buzz in the team and I am confident the team will reach greater heights he coming year. Thank you for making such a big impact on our team.
Jeff Boomer, Sales Manager, Lexus Toyota, Scarborough – Toronto - Canada

I'd like to personally thank you for a truly professional session at our annual Marketing Forum. I'm sure it gave a lift to the attendees.

Asif Osman - Head of Commercial and Rewards - Air Miles Rewards Management Middle East

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I wanted to thank you for a very inspirational 2 days I had with you at the Pearson Leadership training last week.

The area that impacted me the greatest was the million dollars on the mountain lesson. Although I set mini goals in other areas of my life and am focused in achieving these, I have not really done this for my career. Its high time I did.

I am also grateful for your advice on approaching someone who had retired for mentoring. Thanking you again and hoping to meet you again in the future

Gihan Samarasinghe, Pearson Lanka

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I am writing this mail to express my gratitude to you for conducting such wonderful learning session. I believe this session will help us a lot to our professional life.

Md. Tanvir Hassan Chowdhury, (Participant of "Boost up your Sales through Professionalism and Relationship" - Bangladesh)

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Ranjan De Silva has deep business insight and has ability to identify the nerve of business issues and address it directly to the point which is why his recommendations found favour with our Management. His solutions are extremely practical, implementable and actionable.

I had the opportunity to partner with Ranjan on our Young Leadership Development Program for our emerging leaders at Pearson Lanka. It was during these sessions that I observed a unique combination of insight into human behaviour, business understanding, and problem-solving ability. Through this combined expertise he makes a very interesting combination of a coach and a facilitator. he has a great sense of humour which gives him the ability to draw the attention of his participants for days.

I would recommend him for any senior management / leadership work and am confident he would be in a position to take the intervention to the next level.

Amit Singh, Head- People Development & Talent Management, Pearson India Corporate

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I participated in "Boost up your Sales through Professionalism and Relationship". I am writing to express my gratitude to you for conducting such a wonderful learning session. I believe this session will help us a lot in our professional lives.

Md. Tanvir Hassan Chowdhury

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On behalf of the Right Selection team, let me send you a big thank you and say how much we appreciated your session with us and today and that we certainly found great value in the same.

A thought passed my mind : Why did we not do this before?
However, I believe when the time is right and destined, it all falls into place.

The way you led us to uncover different aspects of our business was really wonderful, You helped us discover that by keeping certain aspirations in front of us, then with conscious changes, we could quickly take the business to the next level.

Overall the session was very fruitful and interesting with the mix of discussions, slides, video, and a game squeezed in - all in the short time that we had to work together etc.

Yes, we certainly look forward to another exciting session with you to review the implementation of the ideas generated. This could take place in September, after I return from my trip in Bangalore on the 13th of September. I will discuss this with the team and depending on your presence in Dubai after Mid Sept, we can lock in a date.

More energy to you. Warm regards from all of us at RS

Ram Ganglani - Chairman, Right Selection