



## Manufacturing Growth Programme - Interventions in Scope

Developing the vision  - Developing a strategy for growth  - Strategic focus  - Strategic planning and - Sering the Organisation as whole  - Policion making	Business strategy	Finance	Leadership &	Customer	Supplier relationships	Products & services	People & resources	Productivity &
- Developing the vision   - Managing cash   - Notice the Director   - Vision of the Director   - Vision o	<b>.</b>		management	relationships		innovation / R & D		capacity
Far growth   *Alamaging cash strategic floaming and strategy in the strategic planning and strategy planning tools while whole will be strained in the following for strategy planning tools whole will be subject the following from strategy planning tools whole will be subject to personner will be subject to the following tools will be subject to the subject	•Developing the vision	•Financial	•Understanding your	<ul> <li>Negotiation skills</li> </ul>	•Supply chain	•Encouraging		
Strategic focus Strategic planning and Setting the goals Defining success	<ul> <li>Developing a strategy</li> </ul>	Management	leadership style	<ul><li>Digital marketing</li></ul>	development •Supplier	innovation and ideas	<ul> <li>Communication of the</li> </ul>	•Six Sigma
- Strategic planning and seeing the Organisation as a whole who of Strategy individual scenario of Parketing Amanagement of Strategy individual st	for growth	<ul> <li>Managing cash</li> </ul>	<ul> <li>Role of the Director</li> </ul>	<ul> <li>Brand management</li> </ul>	Relationships	<ul> <li>Encouraging ideas and</li> </ul>	strategy/vision/goals	<ul><li>Productivity</li></ul>
Setting the goals   Forecasting   Forecasting   Motivate People   Motivate People	<ul> <li>Strategic focus</li> </ul>	for growth	<ul> <li>Inspirational</li> </ul>	<ul> <li>Channel management</li> </ul>	<ul> <li>Development of</li> </ul>	creativity •Innovation	<ul> <li>Assertiveness and</li> </ul>	awareness
- Defining success - Understanding and seeing the Organisation as a whole - Selfinancial Strategy - Financial stra	<ul> <li>Strategic planning and</li> </ul>	<ul><li>Budgeting &amp;</li></ul>	Leadership	<ul><li>Tendering</li></ul>	supply chain	culture •Building value	personal effectiveness	<ul> <li>Getting the best</li> </ul>
Accounts	setting the goals	Forecasting	•Influence &	<ul> <li>Market analysis</li> </ul>	<ul> <li>Managing</li> </ul>	<ul> <li>Managing innovation</li> </ul>	<ul> <li>Presenting with Impact</li> </ul>	from your team
seeing the Organisation of Sa whole saw hole sinancial Strategy in Sa whole strained in Pecking management strategy suddentifying and managing risk service will be subject to the future should be some still be subject to the future should be some still be subject to the future should be some still be subject to the future should be subject to the futu	<ul> <li>Defining success</li> </ul>	<ul> <li>Management</li> </ul>	Motivate People	<ul> <li>Client Relationship</li> </ul>	relationships	<ul> <li>Organisational</li> </ul>	Self Assessment	<ul> <li>Risk Assessment</li> </ul>
- Sa whole - Decision making - Decision making - Strategic planning tools - Increasing - Management - Strategic planning tools - Increasing - Management - Strategic planning tools - Increasing - Modelling - Strategic managing risk - Growth Plans - Stablishing - Talent management - Strategic marketing - Presenting Pitching - Presentation Skills - Presentation Ski	<ul><li>Understanding and</li></ul>	Accounts	<ul> <li>Motivation,</li> </ul>	Management	<ul> <li>Communication of</li> </ul>	innovation	/awareness	development
Decision making   Strategic planning tools   Increasing existing revenue streams + Financial managing risk   Modelling   Strategic marketing   Pricing   Pricing   Strategic marketing   Pricing   Strategic marketing   Pricing   Pricing   Sulsiness   Manufacturing Strategy   Planning for the future Board Audit & Development   Planning, organising and delegating   Pricing   Sales management   Pricing   Pricing   Pricentation Sills   Development   Pricental management   Pricental	seeing the Organisation	<ul> <li>Financial Strategy</li> </ul>	recognition and	Key Account	strategy to suppliers	<ul> <li>Collaboration and</li> </ul>	<ul> <li>Prioritising time</li> </ul>	<ul><li>Efficiency</li></ul>
**Strategic planning tools implementing strategy existing revenue streams *Financial managing risk Modelling scrowth Plans (**Stablishing financial metrics (**Paramater Board Audit & Caching skills (**Presenting / Pitching shard managing risk Modelling (**Strategic marketing strategy **Planning for the future **Board Audit & Caching skills (**Empowering teams (**Caching skills (**Empowering teams (**Environmental Management Information Systems (**Elosine Admanagement **Performance Paramagement **Performance management **Performance manageme	as a whole	<ul><li>Financial</li></ul>	reward	Management	<ul> <li>Account Management</li> </ul>	open innovation	Talent management	building •Planning
Imprementing strategy   elidentifying and streams *Financial managing risk   Modelling   #Stablishing   #Stab	<ul><li>Decision making</li></ul>	Management	<ul><li>Team dynamics,</li></ul>	<ul> <li>Creating customer</li> </ul>	Supply Chain	New product	<ul> <li>Planning, organising and</li> </ul>	and
Identifying and managing risk   Modelling   Fistablishing   Fistablishing   Fistablishing   Fistablishing   Financial metrics   Financial metric	<ul> <li>Strategic planning tools</li> </ul>	<ul><li>Increasing</li></ul>	behaviours and skills,	value	Management	development	delegating •Coaching skills	implementation
•Identifying and managing risk   Modelling   First park   Financial metrics   Financ	<ul> <li>Implementing strategy</li> </ul>	existing revenue	team building	<ul><li>Presenting / Pitching</li></ul>		Managing IPR	•Getting the best from	<ul> <li>Identifying skills</li> </ul>
# Systems & procedures  # Moving from strategy to operations # Performance management flormation Systems Performance management emanagement emanagemen		streams •Financial	Discipline &	<ul> <li>Strategic marketing</li> </ul>		<ul> <li>Innovation tools and</li> </ul>	your team	needs
Business & Manufacturing Strategy   Planning, organising and delegating   Coaching skills   Empowering teams   Procedures   Board Audit & Development   Procedures   Process Mapping   Product Design   Product	managing risk	Modelling	grievance handling	<ul><li>Pricing</li></ul>		techniques	•Roles and responsibilities	•Improving
Annufacturing Strategy Planning for the future PBoard Audit & Development  Systems & procedures  Oquality Organisational development  Ouglity Standards Election Operations  Operformance management Modelling Management Management Modelling Management Management Performance management Performance management Performance management Accontrols – admin, financial, standards Fefficiency building CCAD Value Stream & Process Mapping  Agesource Efficiency  Accoaching skills Development  Organisational development  Organisati	•Growth Plans	<ul><li>Establishing</li></ul>	•Talent management	Marketing		Creativity Tools	Building High	effectiveness
*Alevelopment **Coaching skills **Empowering teams **Goiving effective feedback **Recruitment & **Goillar for feedback **Recruitment & **Goiving effective feedback **Resource fefficing **Conmanication	•Business &	financial metrics	<ul> <li>Planning, organising</li> </ul>	communications •New		•Intellectual Property	Performance Teams	<ul><li>Value Stream &amp;</li></ul>
*Board Audit & Development	Manufacturing Strategy		and delegating	customer acquisition		Product Design	•Empowering teams	Process Mapping
**Systems & procedures**  **Owing from strategy to operations of Management Information Systems **Business Performance management **Ocntrols – admin, financial, standards **Controls – admin, financial, standards **Controls – admin, financial, standards **CAD **Och Management **CAD **Och Management **Och Managem	<ul> <li>Planning for the future</li> </ul>		<ul> <li>Coaching skills</li> </ul>	Sales management		New product	Giving effective feedback	•Resource
Systems & procedures   Quality   Assurance   Amoving from strategy to operations   Apping Fersonnec   Amangement   Amang	<ul><li>Board Audit &amp;</li></ul>		<ul> <li>Empowering teams</li> </ul>	<ul> <li>Presentation Skills</li> </ul>			•Recruitment & selection	Efficiency
Systems & procedures   Quality   Standards   Selection   Organisational development   Organisational   Orga	Development		Giving effective	Development			Resource Planning	•Cellular
Systems & procedures  -Moving from strategy to operations -Value Strangement -Resourcing for growth -Controls – admin, financial, standards -Project Management -Efficiency building -Value Stream & Process Mapping -Resource Efficiency -Moving from strategy -Quality Assurance -Pricing -Pricing -Procedument -Proposition -Pricing -Procedument -Proposition -Proposition -Proposition -Procedument -Proposition -Propo							Organisational	Manufacturing
•Moving from strategy to operations •KPIs and Management information Systems •Performance Management •Controls – admin, financial, standards Project Management •CAD CAD CAD CAD Value Stream & Process Mapping •Resource Efficiency •Organisational development development development development beau strategy to operations overations overations (evelopment development development operations operations (evelopment development operations operations) •Moving from strategy to operations overations (evelopment operations operations overations) •Moving from strategy to operations overations overations operations overations operations operations operations overations operations overations operations overations operations operations operations operations operations overations operations overations operations overations operations operations operations operations overations operations operat			•Recruitment &				development	
*Moving from strategy to operations	Systems & procedures	Quality	selection	Competitiveness	Marketing & market	Continuous	Change	Environmental
**Nesourcing for growth **Project Management **Project Management **CoAD**  **Cand Management **CoAD**  **Cand Management **Cand Managemen			<ul> <li>Organisational</li> </ul>		knowledge	improvement		
•KPIs and Management Information Systems •Performance management •Resourcing for growth •Controls – admin, financial, standards •Project Management •Efficiency building •CAD •Value Stream & Process Mapping •Resource Efficiency •Resource Efficiency •Resource Efficiency •Resource Efficiency •Resource Efficiency •Business •Developing the team skills to deliver growth •Commance  •Developing the team skills to deliver growth  •Commercial focus •KPIs and Management •Value Proposition •Narketing •Value Proposition •Marketing •Value Proposition •Managing risk •Managing complexity - problem solving •Carbon Footprin •Carbon Footprin •Carbon Footprin •Commercial focus •KPIs and Management •Value Proposition •Narketing •Value Proposition •Narketing •Value Proposition •Managing risk •Managing complexity - problem solving •Identifying skills needs •Managing complexity - problem solving •Identifying skills needs •Culture development •Communications •Nave customer acquisition •Narseting •Customer acquisition •Nanagement •Management •Management •Nanagement •Management •Manag	<ul> <li>Moving from strategy</li> </ul>	<ul> <li>Quality Assurance</li> </ul>		<ul> <li>Moving from strategy</li> </ul>	Strategic marketing	•Planning and	Problem solving	<ul><li>Environmental</li></ul>
Information Systems  Performance management  Resourcing for growth Controls – admin, financial, standards Perficiency building  CAD  CAD  Performance  Performance Performance  Performance  Performance  Performance  Resourcing for growth Performance Performance Performance  Resourcing for growth Performance Pharaging ideas Performance Pharaging ideas Poblem solving Performance Poblem solv	to operations	<ul> <li>Quality Standards</li> </ul>	Building High	to operations	<ul><li>Pricing</li></ul>	implementation •Org	<ul><li>Behaviours, Beliefs,</li></ul>	Standards i.e. ISO
Performance management	<ul> <li>KPIs and Management</li> </ul>	i.e. ISO & IIP	Performance Teams	<ul> <li>Commercial focus</li> </ul>	<ul> <li>Routes to Market</li> </ul>	development	Values	14001
management  Resourcing for growth  Controls – admin, financial, standards  Project Management  CAD  CAD  CAD  CAD  CAD  CAD  CAD  CA	Information Systems	<ul><li>Business</li></ul>	<ul> <li>Developing the</li> </ul>	KPIs and	<ul><li>Digital Marketing</li></ul>	<ul> <li>Identifying skills needs</li> </ul>	Culture development	<ul> <li>Environmental</li> </ul>
•Resourcing for growth •Controls – admin, financial, standards •Project Management •CaD •CaD •CaD •Project Analysis •Project Analysis •Project Analysis •Project Management •Cab •Cab •Cab •Cab •Project Management •Project Analysis •Project Management •Project Management •Project Management •Project Management •Project Management •Project Management •Presentation Skills •Presentation Sk	<ul><li>Performance</li></ul>	Modelling	team skills to deliver	Management	<ul> <li>Value Proposition</li> </ul>	•Improving	Communication	Management
•Controls – admin, financial, standards •Project Management •Efficiency building •Cab •Value Stream & Process Mapping •Resource Efficiency •Controls – admin, financial, standards •Project Management •Succession planning, staff development/ promotion  •Cab •Project Management •Succession planning, staff development/ promotion  •Controls – admin, for growth •Sales management •Presentation Skills •Presentation Skills •Development •Managing complexity – problem solving •Identifying skills needs for the future •Lean •Encouraging ideas and creativity •Innovation culture  •Risk •Anagement •Coarbon Footprin •Carbon Footprin •Low Carbon •Low Carbon •Low Carbon •Carbon	management	•BIM	growth	Information Systems	<ul> <li>Marketing</li> </ul>	effectiveness	<ul> <li>Diagnostic tools and self-</li> </ul>	•Waste
financial, standards Project Management Efficiency building CAD Value Stream & Process Mapping Resource Efficiency  Project Management OCAD  Project Analysis  Succession planning, staff development/ promotion  Project Management OCAD OCAD OCAD OCAD OCAD OCAD OCAD OCAD	<ul> <li>Resourcing for growth</li> </ul>	<ul><li>Business</li></ul>	Management	<ul> <li>Performance</li> </ul>	communications •New	<ul> <li>Managing risk</li> </ul>	assessment •Managing	Management
•Project Management •Efficiency building •CAD •Value Stream & Process Mapping •Resource Efficiency •Project Management •Traceability •CE Marking •Defect Analysis  planning, staff development/ promotion  planning, staff development/ promotion  planning, staff development/ promotion  for growth •Controls – admin, financial, standards •Presentation Skills Development •Market analysis •Presentation Skills Cost Management •Carbon Footprin •Low Carbon •Low Carbon •Low Carbon •Low Carbon •Low Carbon •Low Carbon •Cost Management •Cost Management •Cost Management •Cost Management •Cost Management •Cost Management •Carbon Footprin •Low Carbon •Low Carbon	<ul><li>Controls – admin,</li></ul>	Improvement	Development	management •Quality	customer acquisition	<ul> <li>Managing complexity</li> </ul>	change effectively	∙Risk
•Efficiency building •CAD •Defect Analysis •Value Stream & Process Mapping •Resource Efficiency •CE Marking •Development/ promotion  •Controls – admin, financial, standards •Project Management •Environmental Management •Quality  •Controls – admin, financial, standards •PR •E-Commerce  •E-Commerce  •Controls – admin, financial, standards •PR •E-Commerce  •Low Carbon •Low Carbon •Low Carbon	financial, standards	Techniques	<ul><li>Succession</li></ul>	Assurance •Resourcing	<ul> <li>Sales management</li> </ul>	<ul> <li>problem solving</li> </ul>	•Leading Change	Management
•CAD •Defect Analysis promotion financial, standards •Project Management •Project Management •Resource Efficiency •Defect Analysis promotion financial, standards •Project Management •Project Management •E-Commerce  •E-Commerce  •Encouraging ideas and creativity •Innovation culture  •Carbon Footprin •Low Carbon	<ul><li>Project Management</li></ul>	<ul> <li>Traceability</li> </ul>	planning, staff	for growth	<ul> <li>Presentation Skills</li> </ul>	•Identifying skills needs		•Cost
•Value Stream & Process Mapping •Resource Efficiency •Value Stream & Process Mapping •Environmental Management •Quality •Resource Efficiency •PR •E-Commerce •E-Commerce •C-Commerce	<ul> <li>Efficiency building</li> </ul>	CE Marking	development/	<ul> <li>Controls – admin,</li> </ul>	Development •Market	for the future •Lean		Management
•Value Stream & Process Mapping •Resource Efficiency •Value Stream & Process Mapping •Environmental Management •Quality •Resource Efficiency •Resource Efficiency •PR •E-Commerce •E-Commerce •Commerce •Commerce •Commerce •Commerce •Commerce •Commerce •Commerce •Commerce •Commerce	•CAD	<ul> <li>Defect Analysis</li> </ul>	promotion	financial, standards	analysis	<ul> <li>Encouraging ideas and</li> </ul>		•Carbon Footprint
•Resource Efficiency Management •Quality	<ul><li>Value Stream &amp; Process</li></ul>			<ul> <li>Project Management</li> </ul>	•PR	creativity •Innovation		
,	Mapping			<ul> <li>Environmental</li> </ul>	•E-Commerce	culture		
Servitisation     Standards i.e. ISO & IIP	•Resource Efficiency			Management •Quality				
	<ul> <li>Servitisation</li> </ul>			Standards i.e. ISO & IIP				

