

Introduction to the Theory of Constraints

Ing.J.Skorkovský, CSc.

Department of Corporate Economy

Faculty of Economics and Administration

MASARYK UNIVERSITY BRNO

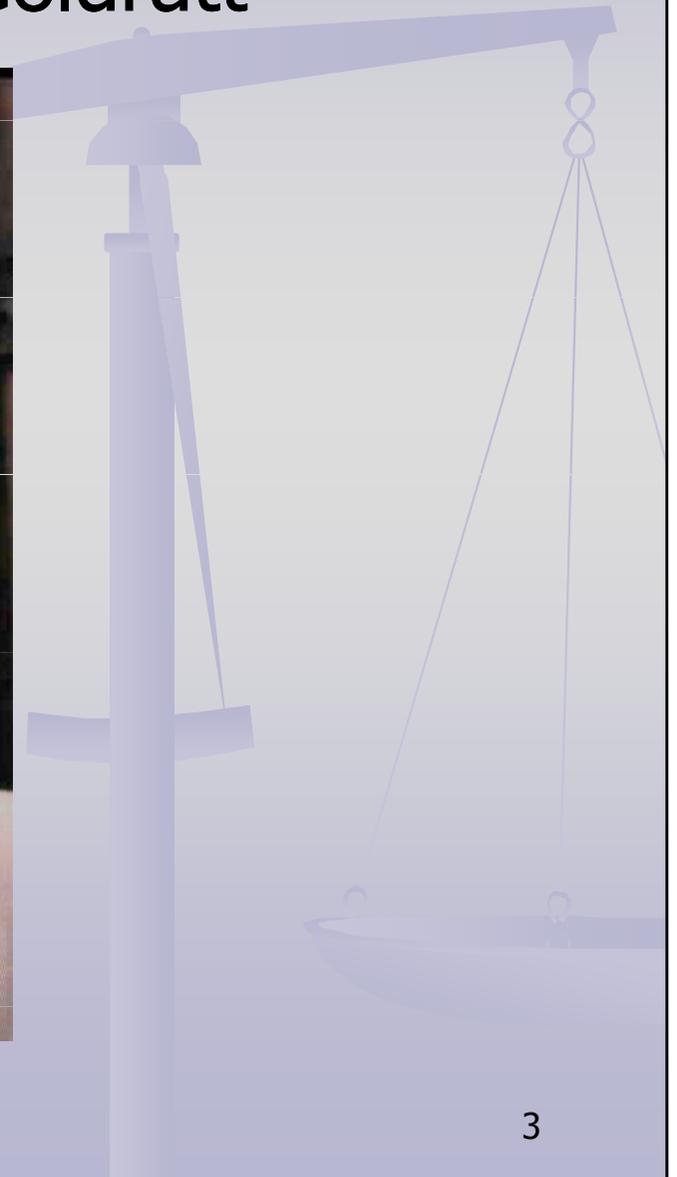
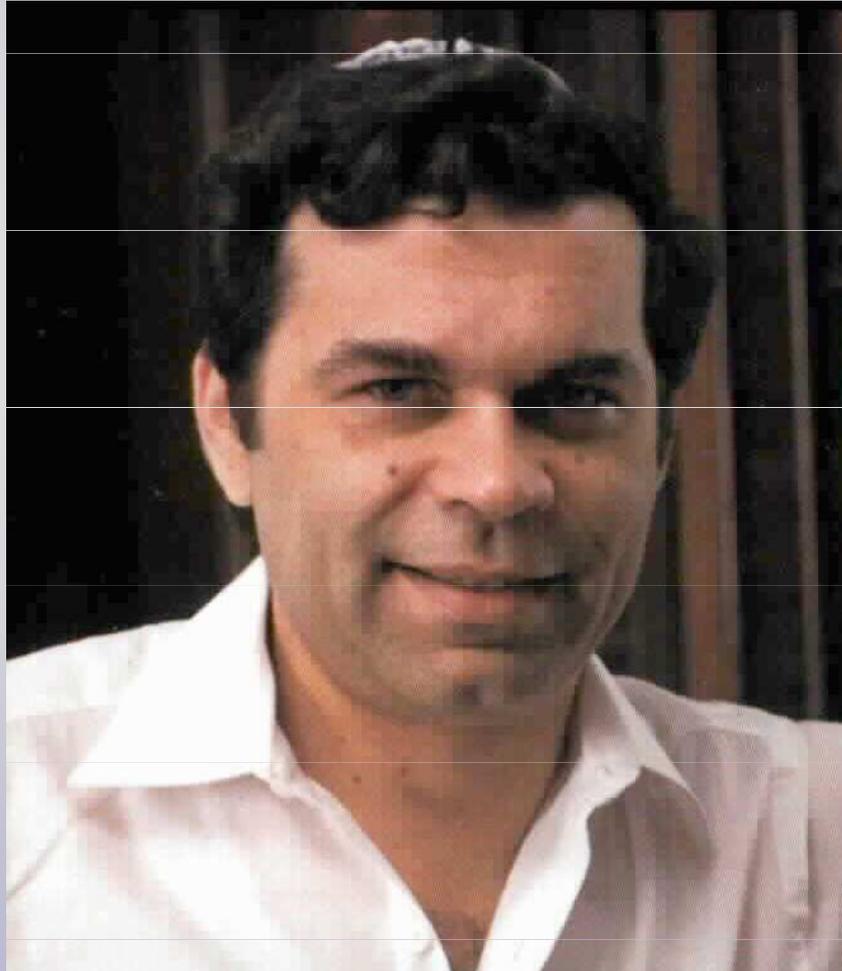
Czech Republic

Introduction

- Theory of Constraints - TOC) was formulated approximately in 1980 in the USA. Some important roots of this theory were connected to the ideas incorporated in programs for planning and production control (Optimized Production Technology)

Introduction

- Author: Eliyahu Moshe Goldratt



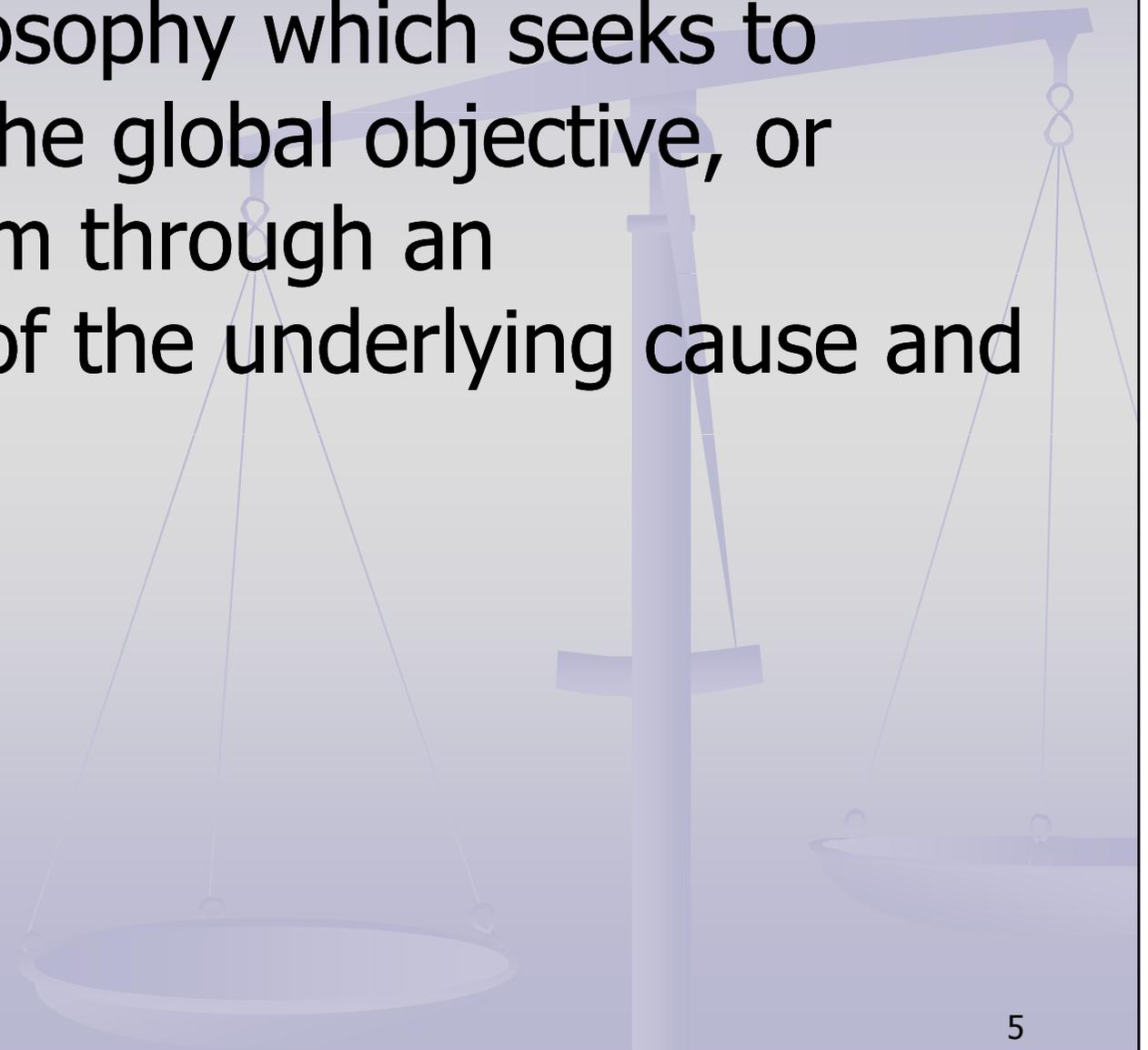
The Goal by Eliyahu Goldratt

- The goal of a manufacturing company?

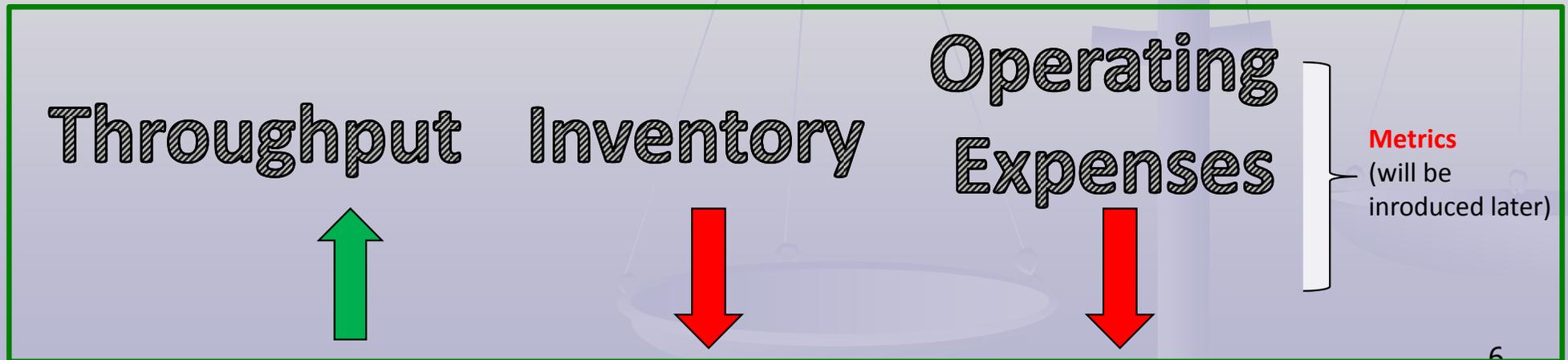
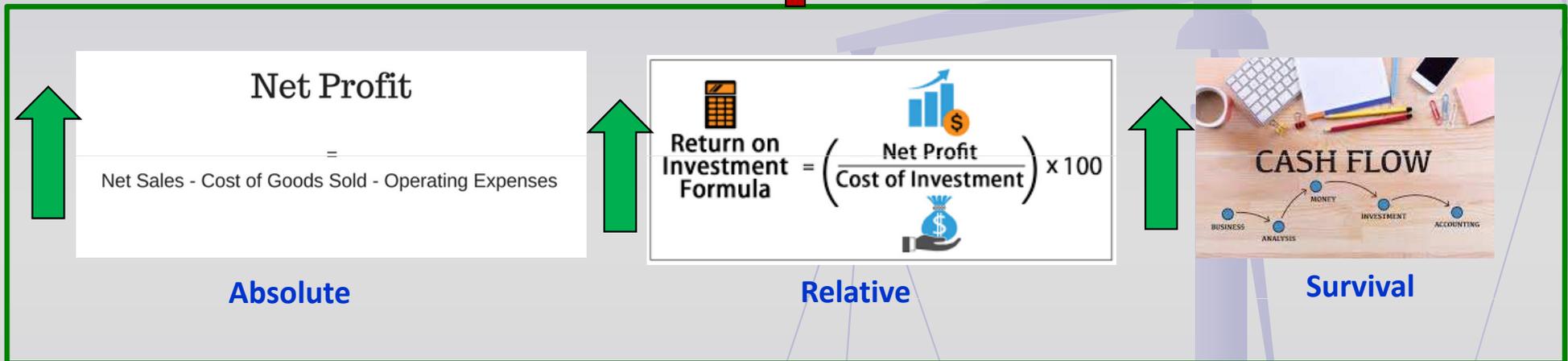
Make money !!!

What is TOC ?

- A business philosophy which seeks to strive towards the global objective, or goal, of a system through an understanding of the underlying cause and effect.



What is the goal ?



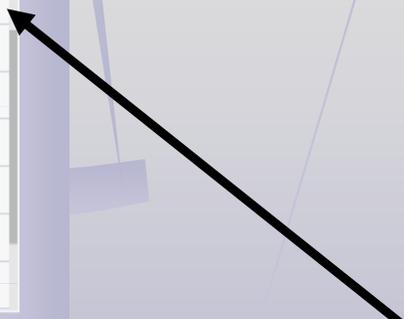
Cash flow Statement



Cash flow receivables-payables

Lines

PERIOD START	PERIOD NAME	CUST. BALANCES DUE	VENDOR BALANCES DUE	RECEIVABLES-PAYABLES
09.02.2020	neděle	0,00	0,00	0,00
10.02.2020	pondělí	4 101,00	0,00	4 101,00
11.02.2020	úterý	0,00	0,00	0,00
12.02.2020	středa	0,00	3 422,74	-3 422,74
13.02.2020	čtvrtek	0,00	3 616,49	-3 616,49
14.02.2020	pátek	0,00	0,00	0,00
15.02.2020	sobota	4 101,88	0,00	4 101,88
16.02.2020	neděle	0,00	0,00	0,00
17.02.2020	pondělí	2 224,96	-1 937,40	4 162,36
18.02.2020	úterý	0,00	0,00	0,00
19.02.2020	středa	0,00	0,00	0,00
20.02.2020	čtvrtek	8 182,35	0,00	8 182,35
21.02.2020	pátek	2 583,20	0,00	2 583,20
22.02.2020	sobota	968,70	0,00	968,70
23.02.2020	neděle	-322,90	0,00	-322,90


$$2224,96+(-1937,40)=4162,36$$

Cash flow approach by MS Dynamics 365 Business Central I

Cash Flow Statement	
Period: 01.01.20.,28.02.20 CRONUS International Ltd.	
Fiscal Start Date: 01.01.20 All amounts are in GBP.	
Description	Net Change
Operating Activities	
Net Income	43 744,64
Adjustments to reconcile Net Income to net cash pro	
Accounts Receivable	-52 891,27
Prepaid Expenses	
Inventory	
Current Liabilities	84 508,44
Payroll Liabilities	
Net Cash Provided by Operating Activities	-12 127,47
Investing Activities	
Equipment	147,73
Accumulated Depreciation	
Net Cash Provided by Investing Activities	147,73
Financing Activities	
Long Term Liabilities	
Distributions to Shareholders	
Net Cash Provided by Distribution to Shareholder	
Net Cash Increase for the Period	11 979,74
Cash at Beginning of the Period	253 221,15

Introduction -novels

TOC has become popular particularly thanks to the novels :

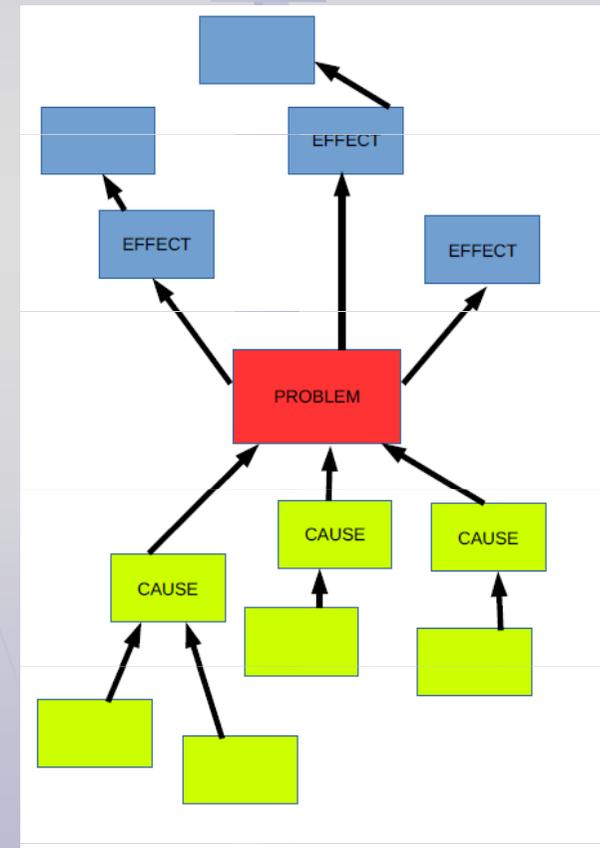
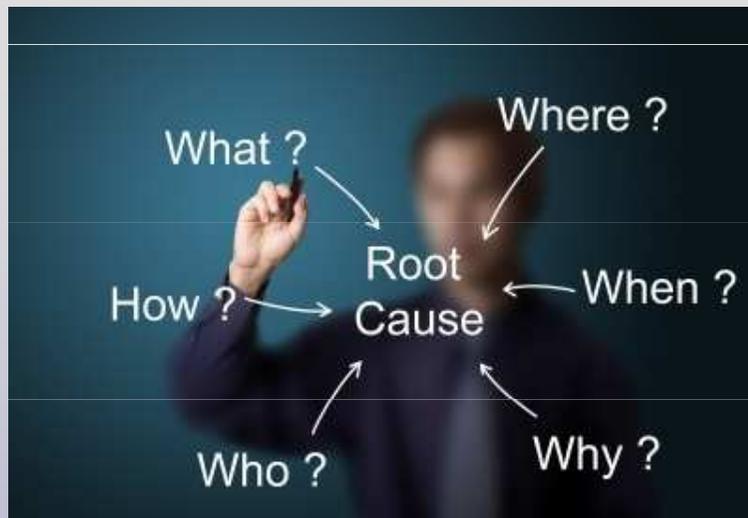
- The Goal - A Process of Ongoing Improvement
- It's Not Luck
- The Race
- The Critical Chain
- The Haystack Syndrome
- Necessary But Not Sufficient
- Late night discussion
- TOC was together with TQM (Total Quality Management) and JIT (Just-In-Time) classified as one of the most important managerial methods of the last two decades of the twentieth century .

TOC Application areas

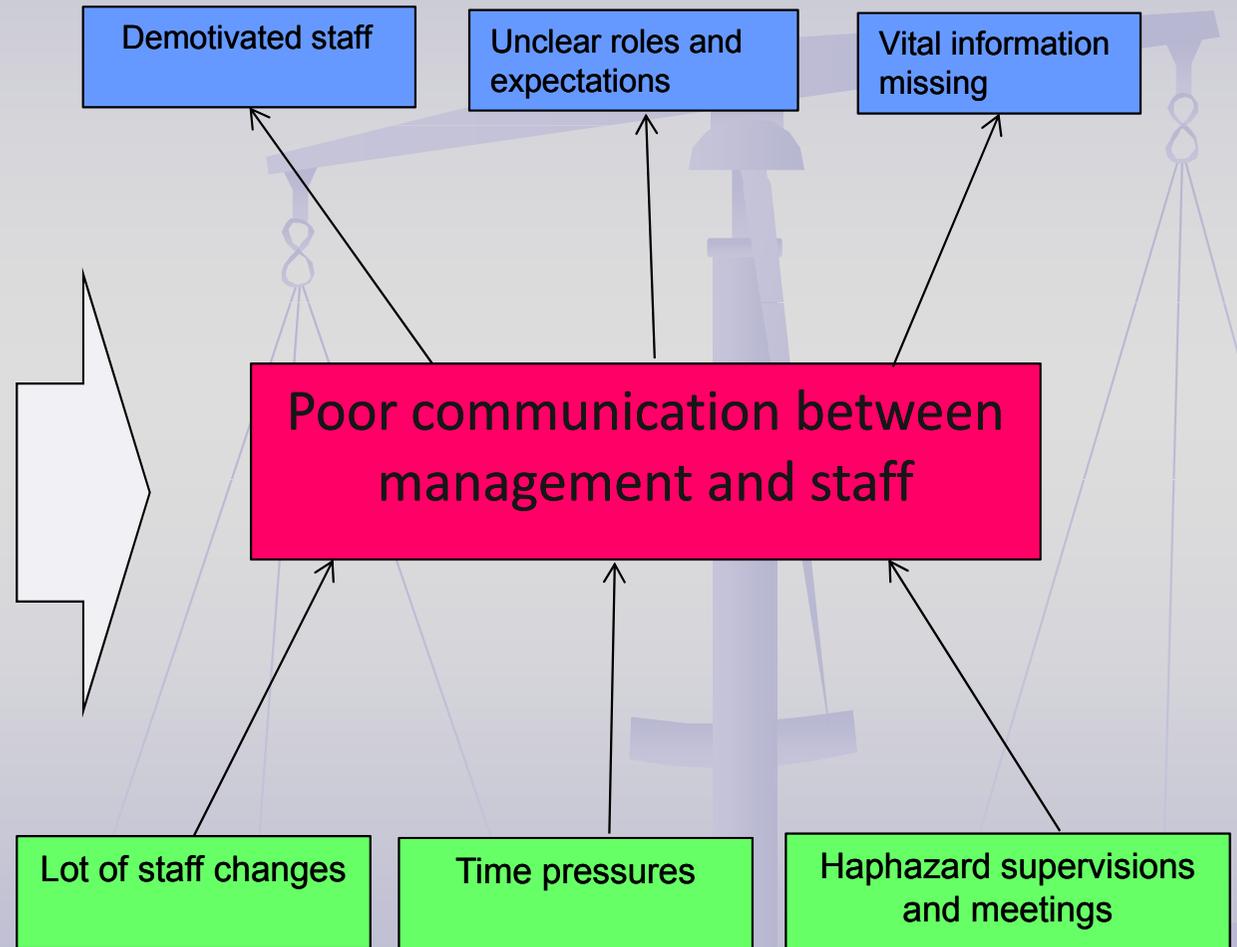
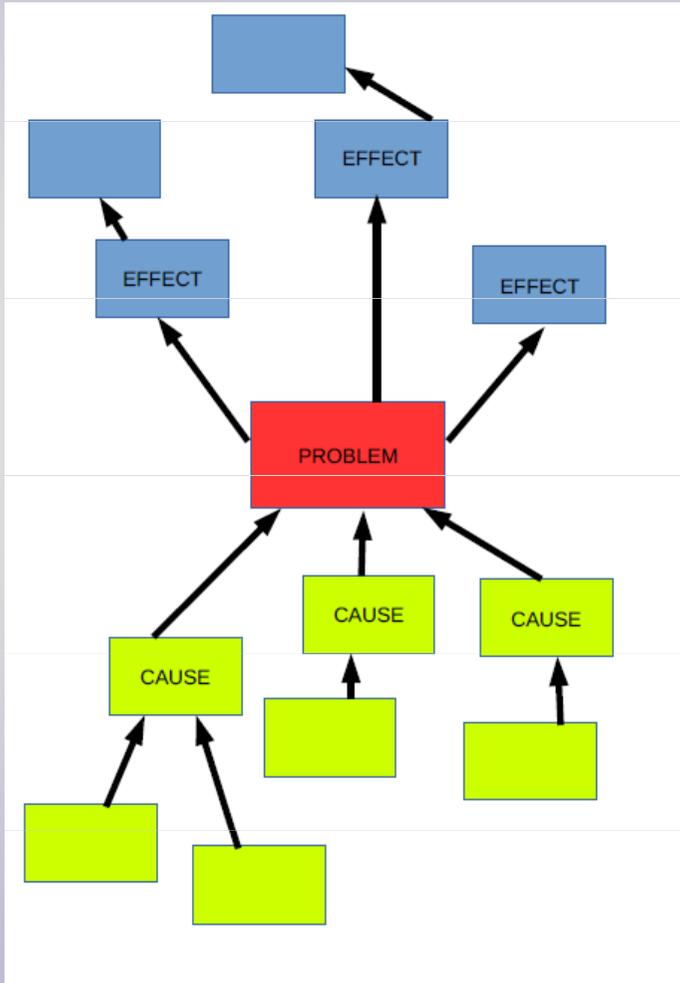
- Company logistic
- Project management (Critical chain)
- Marketing
- Sales
- SCM=Supply Chain Management
- Finance management and metrics

TOC wider use and application horizons

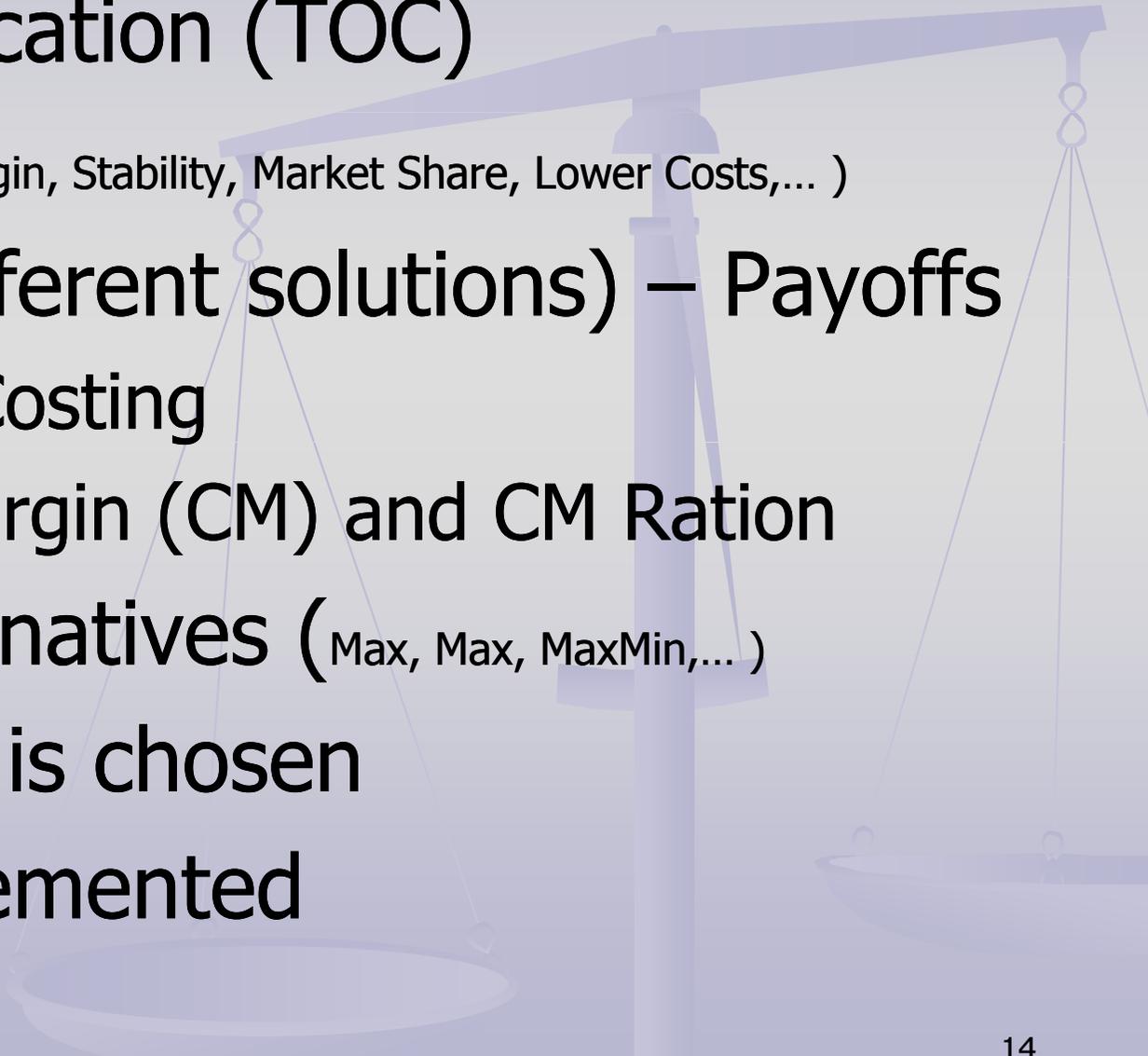
- Support of decision making
- Support of process improvements
- Root problems detection



Causes-Problem-Effects



Decision making

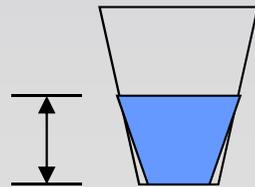


- Problem identification (TOC)
- Objectives (Max Margin, Stability, Market Share, Lower Costs,...)
- Alternatives (different solutions) – Payoffs
 - Activity Based Costing
 - Contribution Margin (CM) and CM Ration
- Comparing alternatives (Max, Max, MaxMin,...)
- Best alternative is chosen
- Solution is implemented

TOC and Business Process Reengineering approach

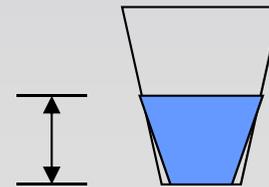


Not traditional approach
Positive expectations



OPTIMIST

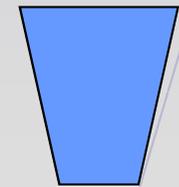
„Half of the glass is still empty !“



TOC APPROACH

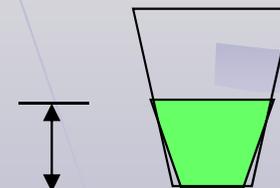
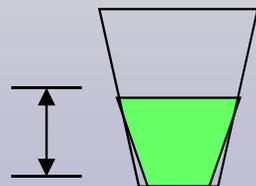
„We have glass which is twice as big !“

The **TOC** result



Traditional approach
Negative expectations

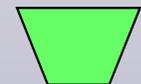
PESSIMIST
„We have only half of the glass!“



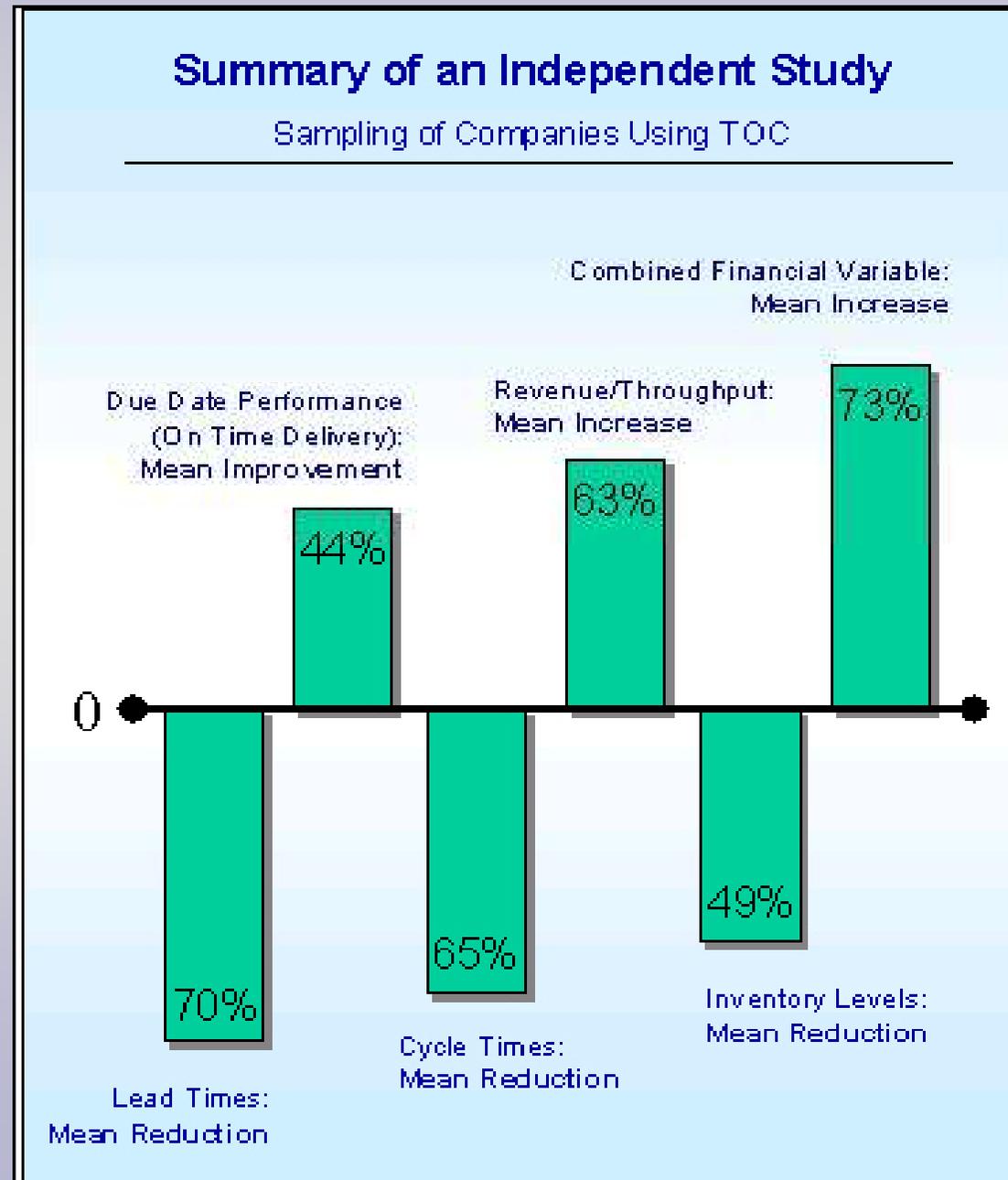
BPR (Business Process Reengineering) approach

„We have two times more than we really need ____“

The **BPR** result



Some impacts of TOC implementation



Some impacts of **TOC** implementation

Ford Motor – Electronics Div.

Revenue: \$3,000,000,000

Number of employees: 15,000

Implementation Date: 1991

TOC Applications: DBR

Comment: Drum-Buffer-Rope

Some impacts of **TOC** implementation

IMPLEMENTATION RESULTS

Inventory Decrease: Reduced 100 million dollars (50%)

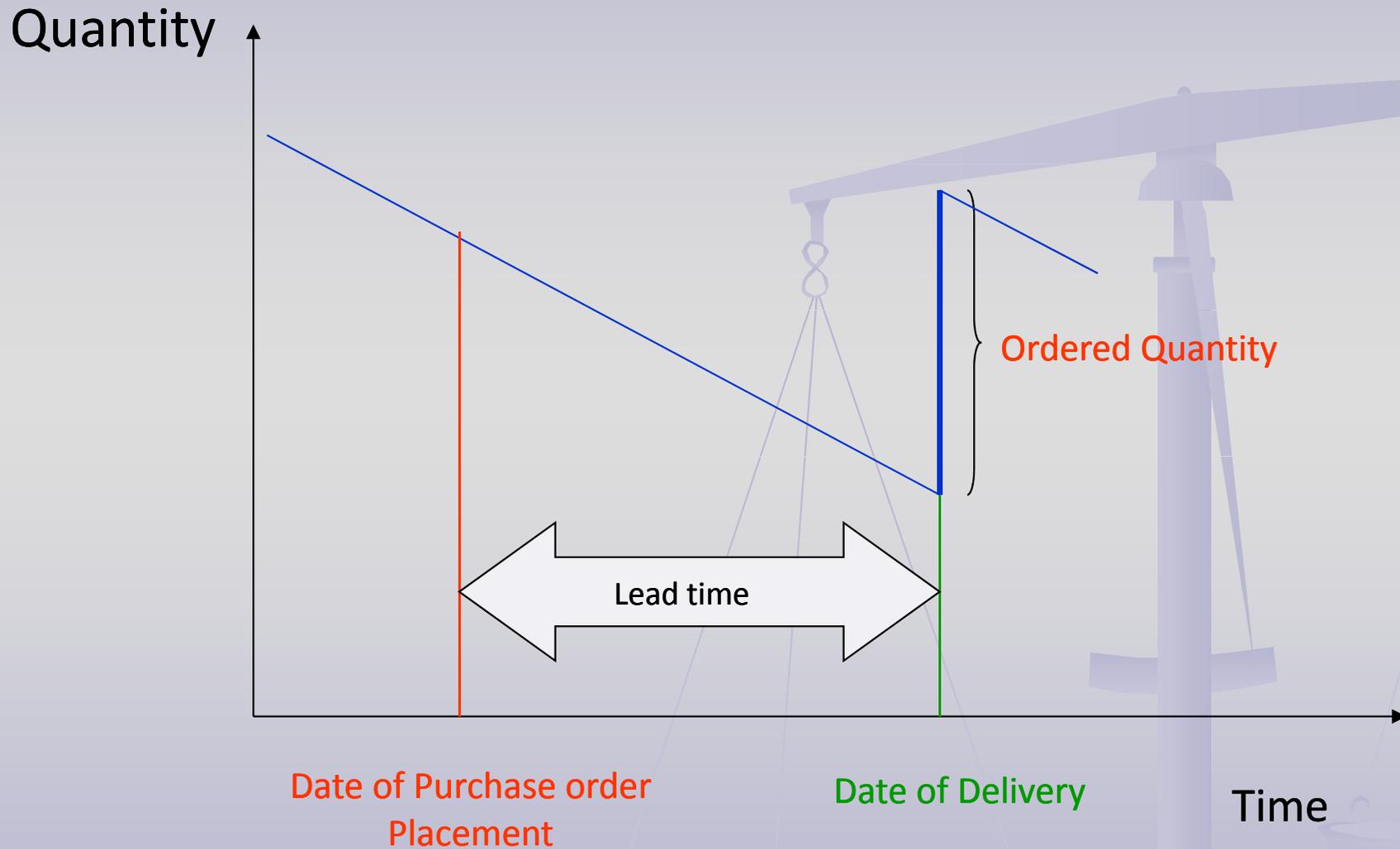
On-time performance: From 89% - to 98%

Lead times: From 6.4 days with JIT to 2.6 days

Cost efficiency: Reduced floor space by 57%

Quality: Reduced quality defects by 50%

LEAD Time explanation-purchase



LEAD Time explanation in purchase form (Dynamics NAV)

1027 The Device Shop - Sales Order

General Invoicing Shipping Foreign Trade E - Commerce Prepayment

No. 1027 Posting Date 15.12.08

Sell-to Customer No. 62000 Order Date 15.12.08

Sell-to Contact No. CT000138 Document Date 15.12.08

Sell-to Customer Name . . The Device Shop Requested Delivery Date 12.01.09

Sell-to Address 273 Basin Street Promised Delivery Date

Sell-to Address 2 Quote No.

Sell-to Post Code/City . . N16 34Z London External Document No.

Sell-to Contact Salesperson Code PS

No. of Archived Versions. 0 Campaign No.

Responsibility Center LONDON

Status Open

Type	No.	Description	Quantity	Location Code	Unit of Measure Code	Qty. to Ship	Reserved Quantity	Qty. to Invoice
Item	1906-5	ATHENS Mobile Ped	4	BLUE	PCS			

Customer Information

- Sell-to Customer
- Ship-to Addresses (0)
- Contacts (1)
- Sales History
- Bill-to Customer
- Avail. Credit 0

Item Information

- Item Card
- Availability (39)
- Substitutions (0)
- Sales Prices (0)
- Sales Line Di... (0)

Order Line Functions Posting Print Help

LEAD Time explanation-NAV Production Order

101004 Bicycle - Released Production Order

General Schedule Posting

No. 101004 Search Description . . . BICYCLE

Description Bicycle Quantity 16

Description 2 Due Date 31.01.08

Source Type Item Assigned User ID

Source No. 1000 Blocked

Last Date Modified

Item No.	Due Date	Description	Starting Date-Time	Ending Date-Time	Quantity	Unit of M...
▶ 1000	31.01.08	Bicycle	25.01.08 10:04	30.01.08 16:00	16	PCS

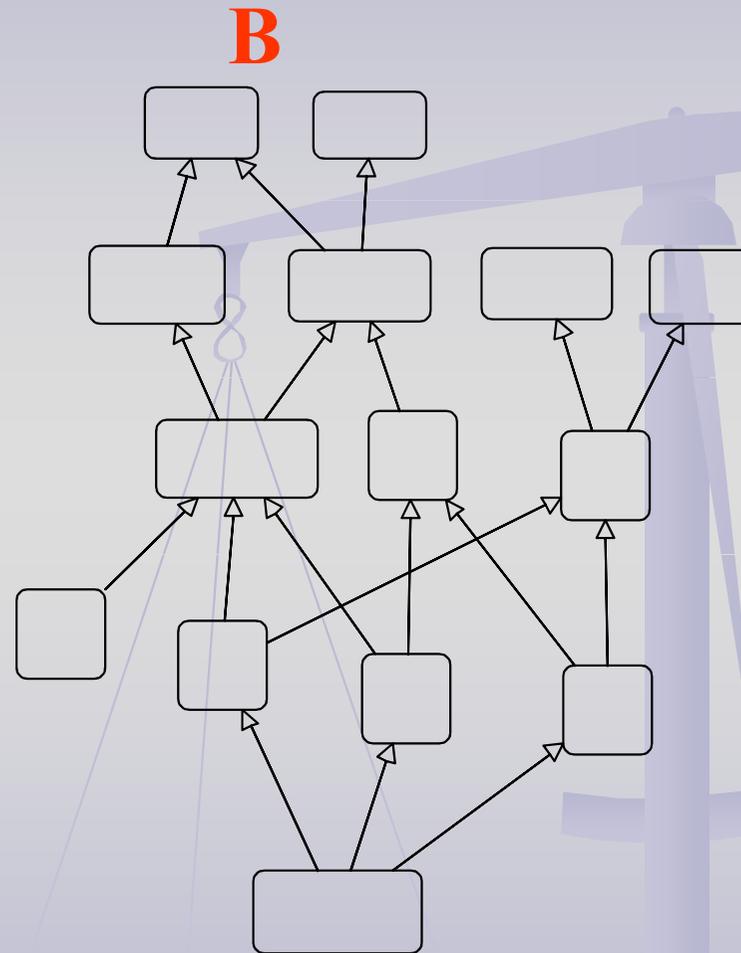
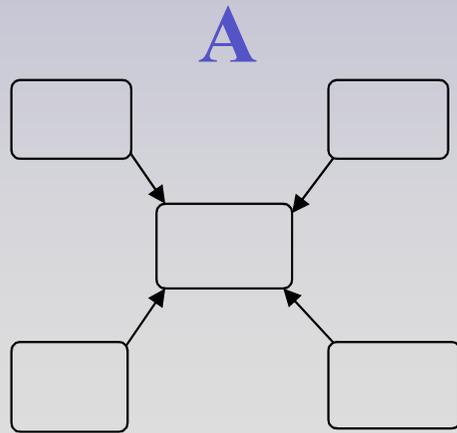
Order Line Functions Print Help

Some impacts of **TOC** implementation

Some companies using TOC applications:

- BOEING –maintenance departments
- MOTOROLA -research
- GENERAL MOTORS
- LOCKHEAD MARTIN (F 22) –project management
- BAE SYSTEMS – R&D

TOC



Which is harder to manage? **Left** or **Right**?

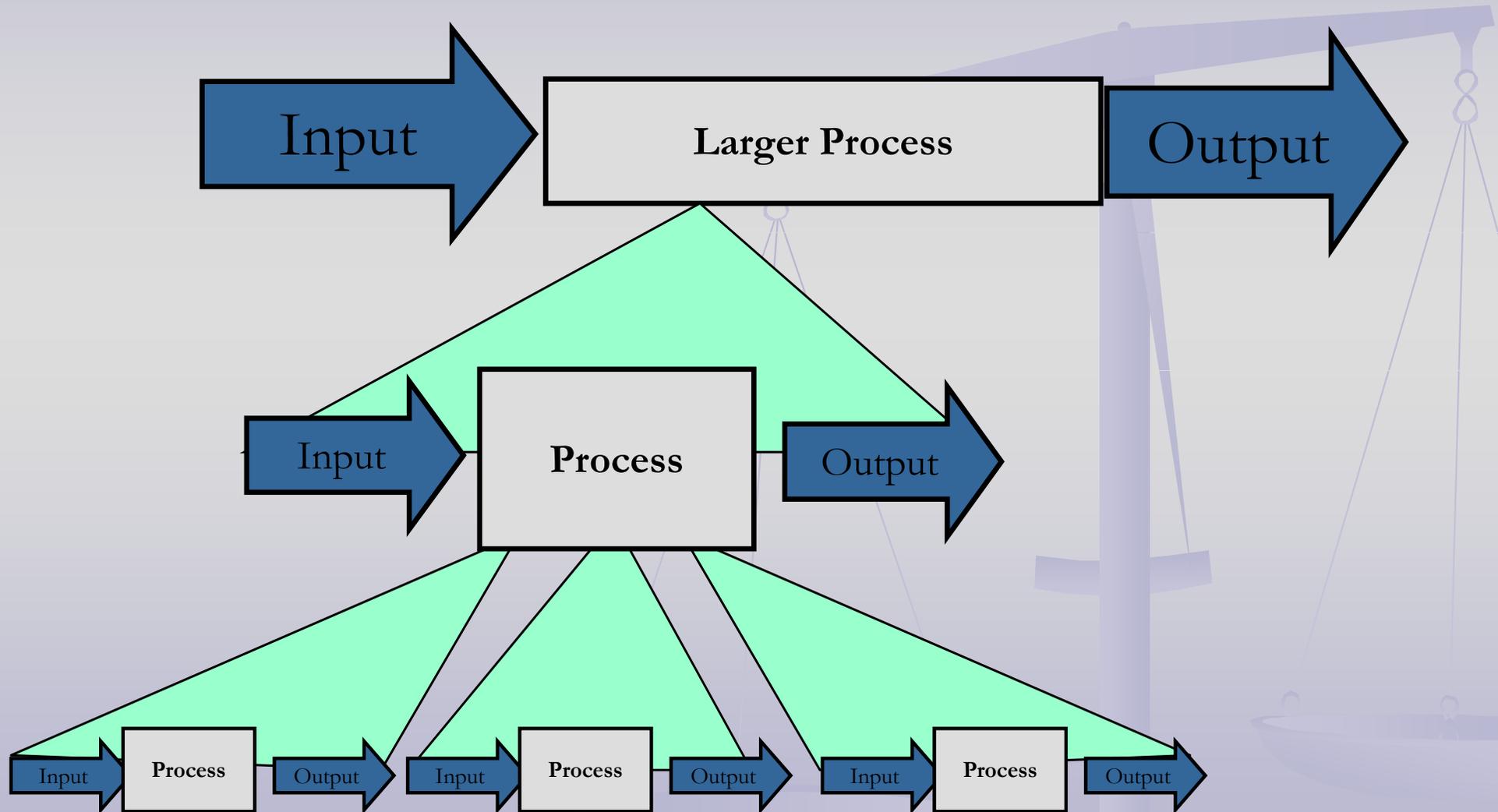
TOC

- It is based on **system approach**
- A company (enterprise) is to be understood as a chain of dependent processes – **this picture below is very, very simplified**

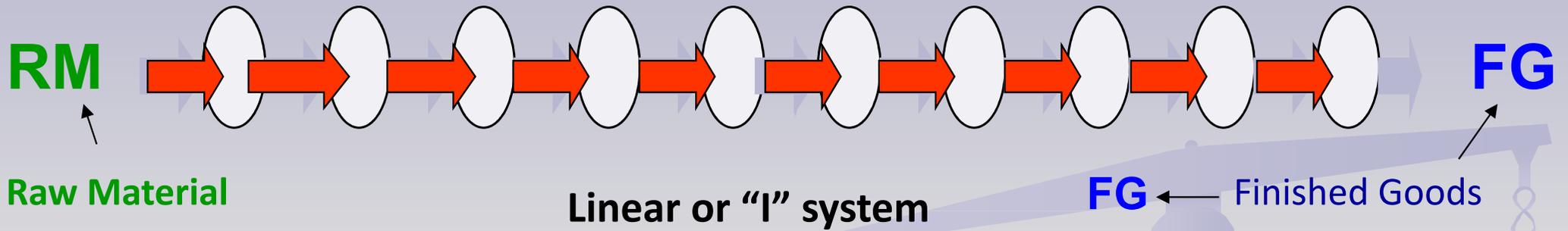
See next slide



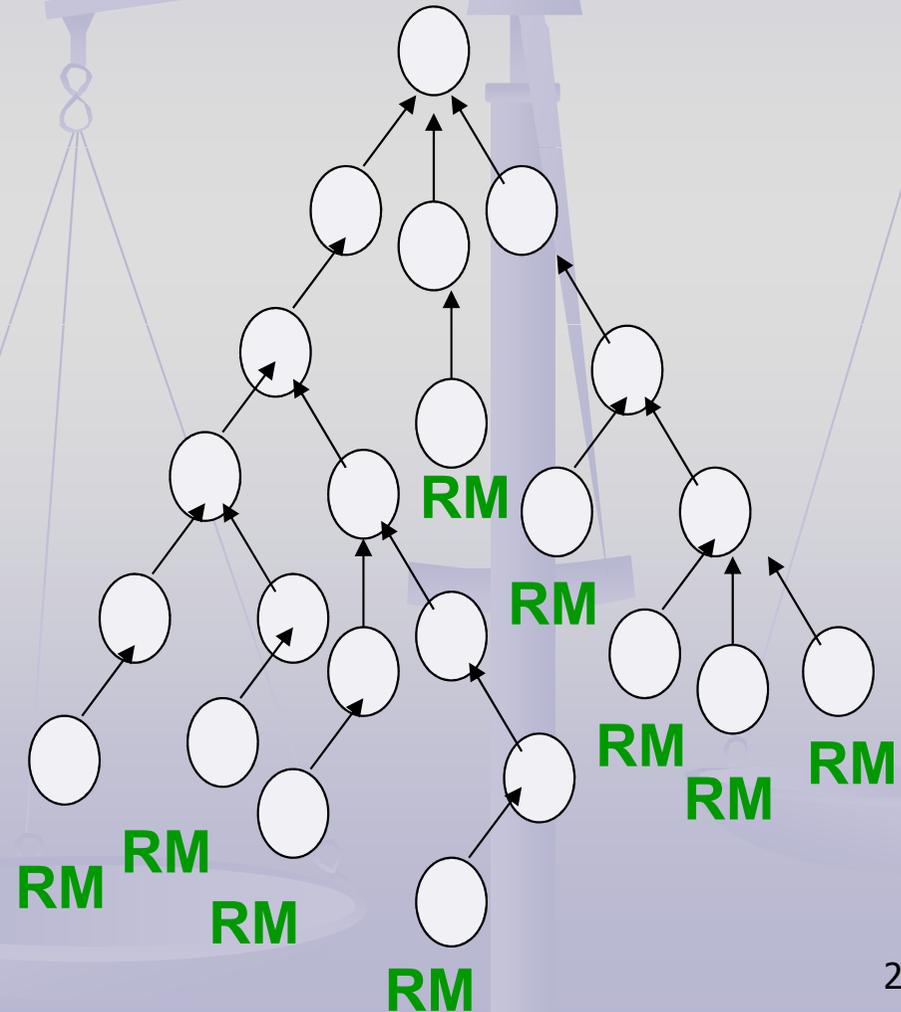
Process Theory – more complex than one way chain



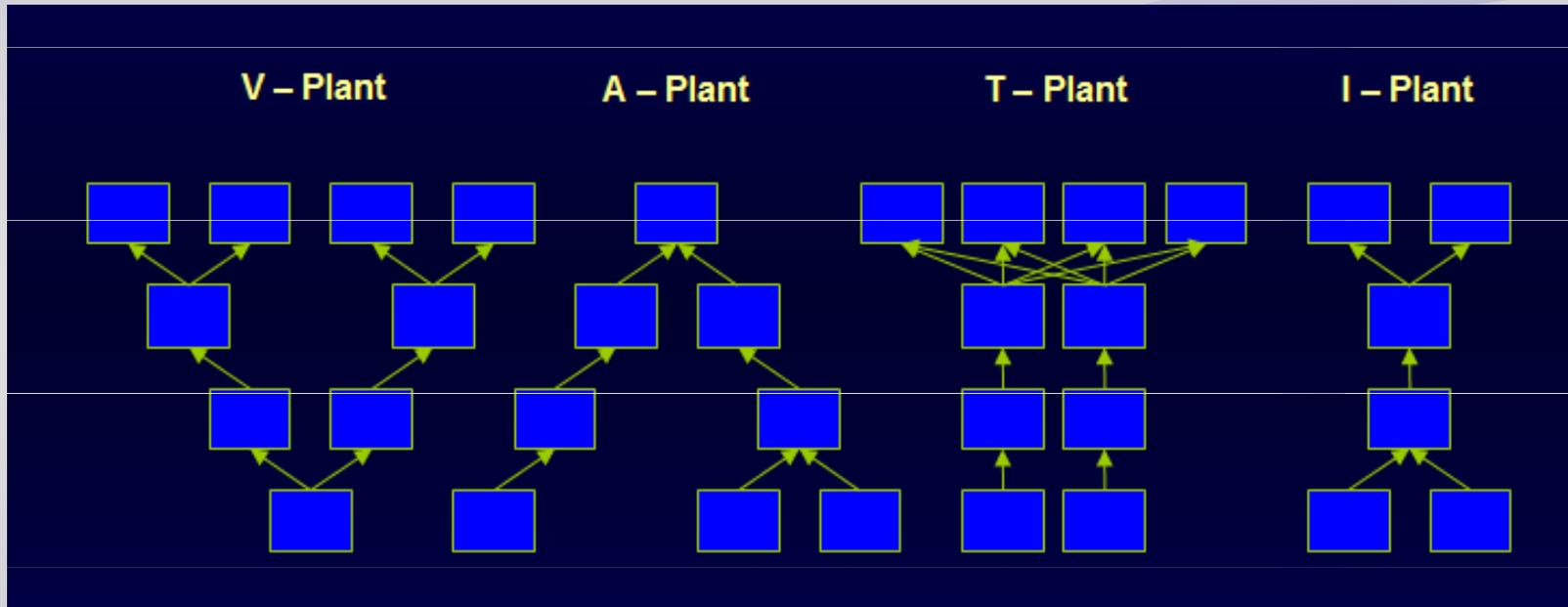
Process Theory – more complex than one way chain



Aircraft assembly is more of an "A" Plant



Types of plants



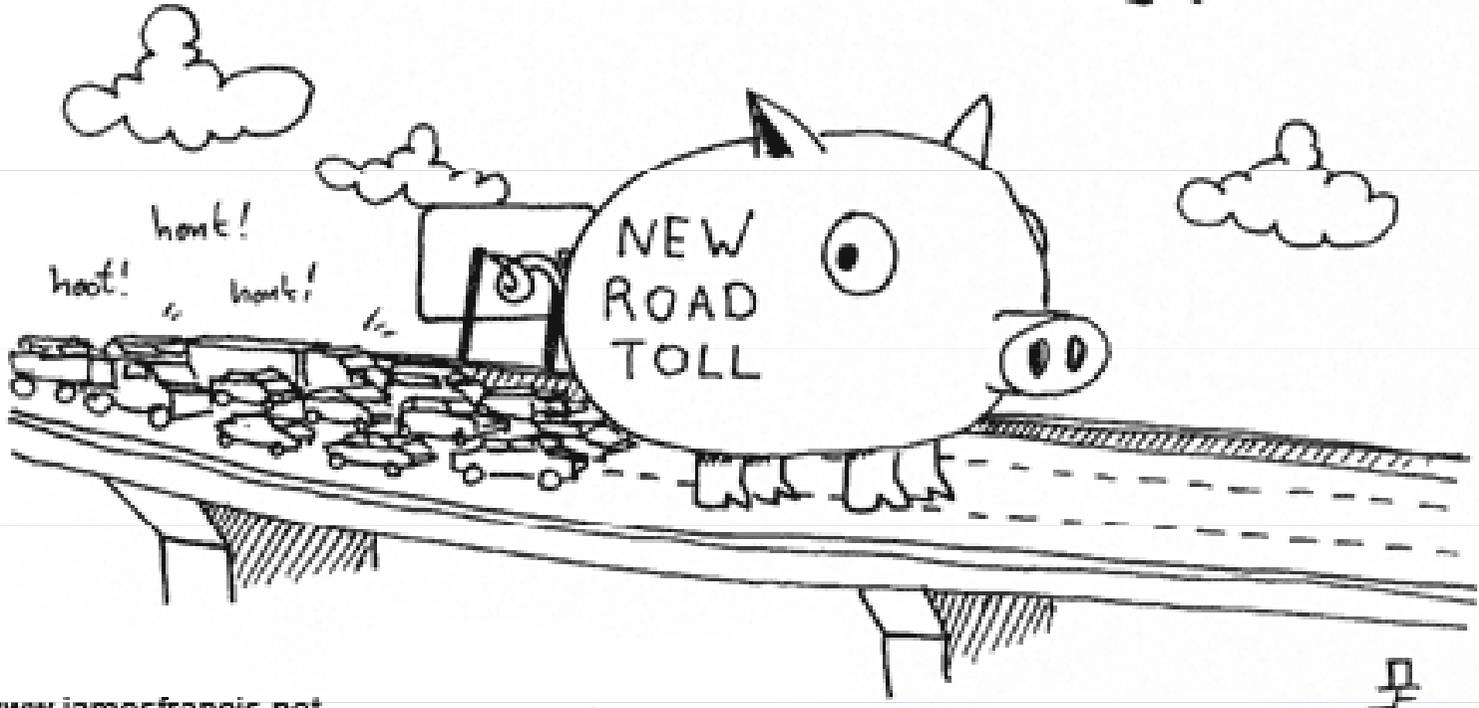
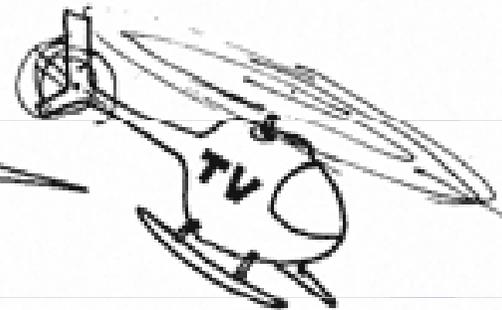
TOC – system approach

- Organizations / Systems exist for a **purpose**
- That **purpose** is better achieved by cooperation of multiple, independent elements **linked together**
- **Purpose** - **Better Bottom Line**
- Each **Inter-linked** event depends in some detail upon the other links
- The system owner determines **purpose**

TOC (home study)

- Most real systems could be seen in such a way, that there are only a few or better **only one element** (factor), which is the **key point**, where and only there all possible managerial methods have to be focused in order to control whole system
- „Every system is based on basic simplicity”.
- This element in TOC is called **Constraint of the system = bottleneck**
- **Bottleneck:** Any resource whose capacity is equal to or **less than** the demand placed upon it.

THERE SEEMS
TO BE A NEW
BOTTLENECK ON
THE HIGHWAY!



Scout Troop – Initial Condition

Scout Troop - Problem

Scout Troop - Solution

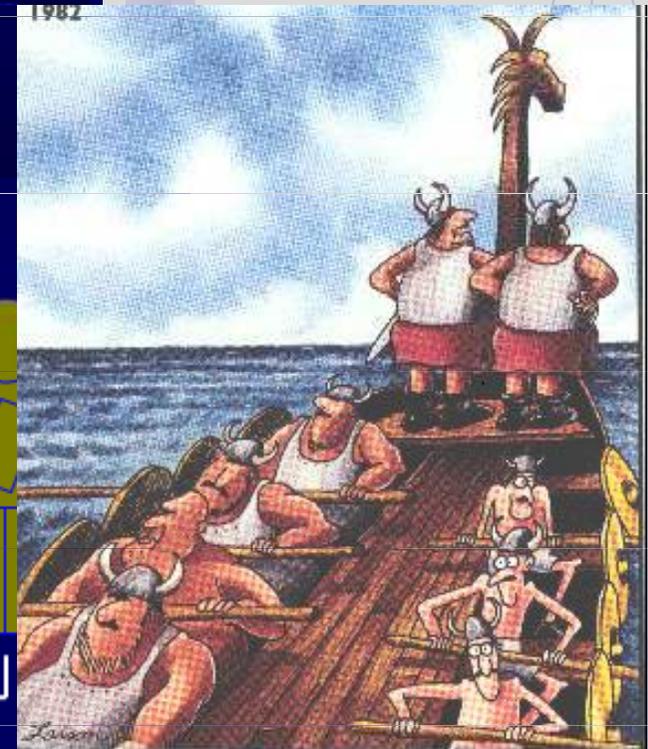
Army Solution

Mass Production Solution

Just-In-Time Solution

Drum-Buffer-Rope Solution

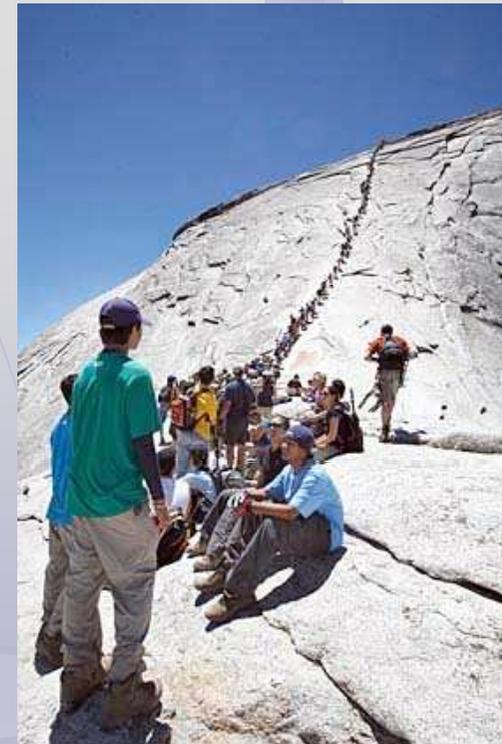
Time Synchron



"I've got it, too, Omar ... a strange feeling like we've just been going in circles."

TOC- bottleneck I

- Different link capabilities, normal variation and changing workload make it impossible to balance everything.
- One element of the system is more limited than another.



TOC- bottleneck II

- When the whole system is dependent upon the cooperation of all elements, **the weakest link determines the strength of the chain.**
- An exactly balanced chain (system) is stronger than a non-homogeneous chain, but when close to the **breaking point**, all links must be managed



TOC

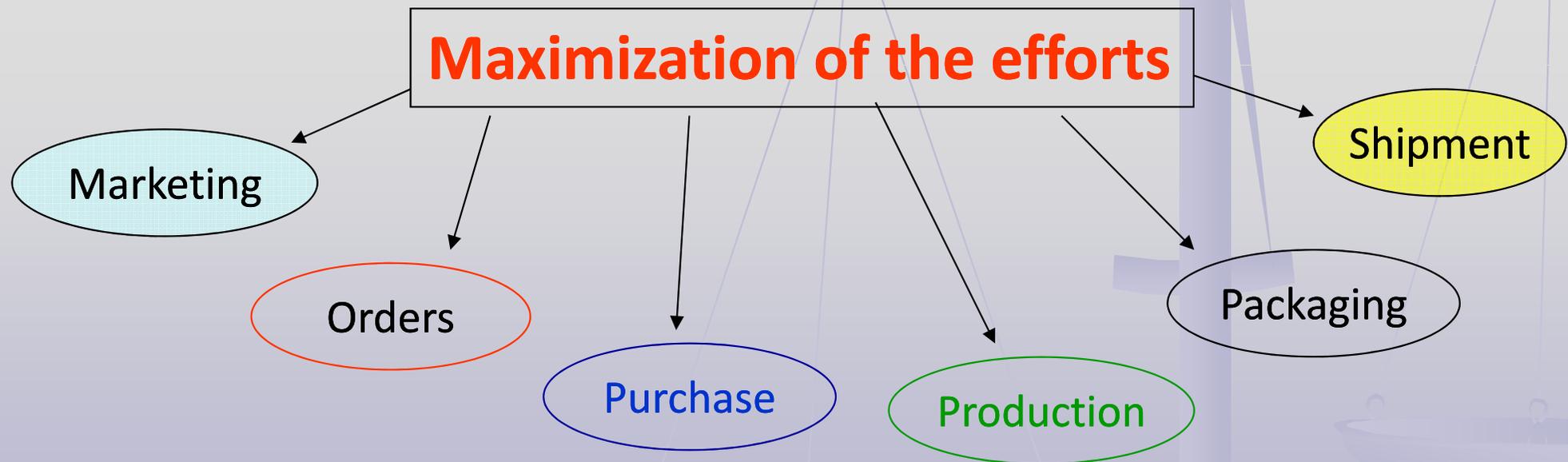
- Why constraint ?
- Constraint prevents to reach the goal (make money now and in the future)
- **The TOC goal : „Make money now and in the future“**
- Every system has at least one such a constraint.
The system without such a bottlenecks would reach the predefined business plans in infinite volumes.

TOC :



of the costs

- **Traditional approach** – world of where the aim of any endeavour is to optimize locally every segment of the chain, meaning balancing **the capacity** of every element and **not the flow** through the chain



TOC :



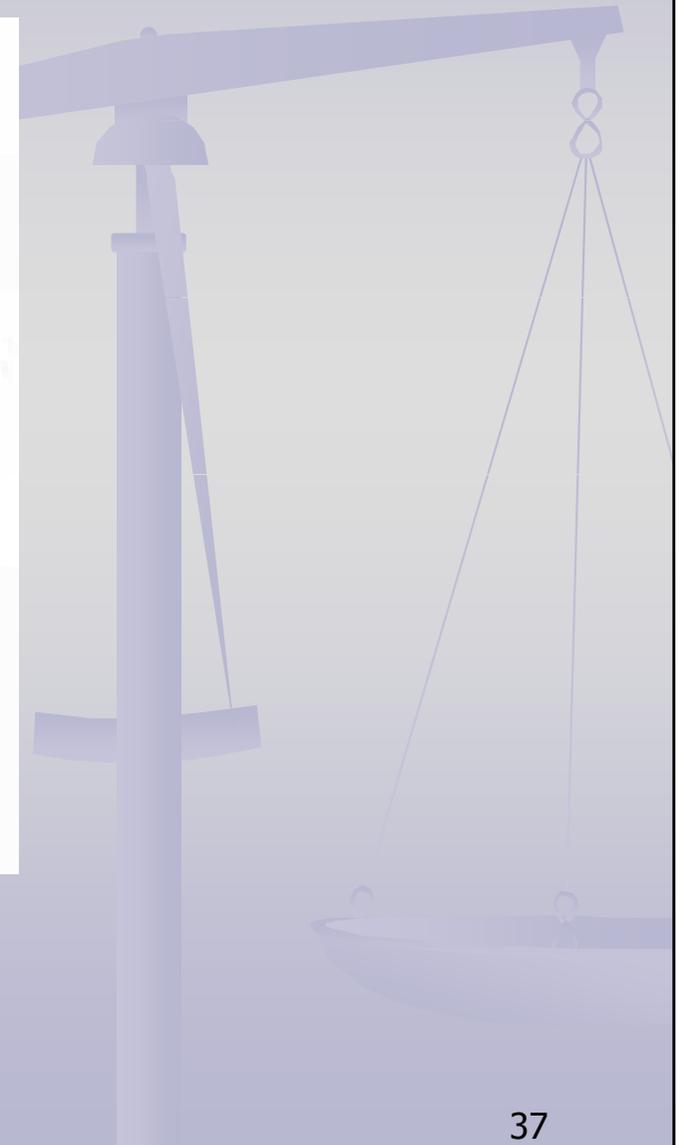
of the throughput

- Use of : „common sense“
- The consistent focus of the bottleneck-
– global optimization

Maximization of the efforts



TOC



TOC

World of costs:

- **main metric** – the weight of the chain (every decrease of the weight of any components will result in better efficiency (performance))
- **Total improvement** = sum of local improvements

World of throughput:

- **main metric** – the compactness of the chain
- Only improvement of bottleneck will improve performance of the whole chain
- **Total improvement** = improvement of the bottleneck

Cost Model vs. Constraint Model (**Home-study**)

The cost accounting model—the norm in most organizations—is a financial model that was never designed to run the business. The cost model focuses on price per unit, while the constraint model focuses on price per unit of time spent at the constraint, a measure known as ‘product octane’. Both the cost and constraint accounting models are necessary, but many organizations use the cost model for both purposes.

As the constraint in any business operation limits the flow of throughput, maximizing the octane is the goal of constraint accounting. The throughput model yields a dramatically different view of the relative profitability of different products. It provides a new perspective regarding the appropriate product mix and target markets.

Adopting a ‘constraints’ approach to profit maximization can easily lead to a 25% increase in operating profits, with significant additional cash flow benefits. Moreover, you’ll reduce inventories and work-in-progress, and make smarter—and less costly—sales and marketing decisions.

Resource : <https://ensembleconsultinggroup.com/method/operations-toc-overview/management-accounting/>

Life show (second hypertext link)

- <http://www.tocca.com.au/>
- www.tocca.com.au/Services/demomanufacturing.htm



TOC

Five steps process:

Step 0. Identify the Goal of the System/Organization

Step 0.5 Establish a way to measure progress to Goal

- **Step 1. *Identify*** the system's constraint.
- **Step 2. *Exploit*** the system's constraint.
- **Step 3. *Subordinate*** everything else to the above decision.
- **Step 4. *Elevate*** the system's constraint.
- **Step 5.** If a constraint is broken (that is, relieved or improved), go back to Step 1. But don't allow ***inertia*** to become a constraint.

<http://www.leadingagile.com/2014/01/theory-constraints-brooks-law/>

Brooks'law !!!

Adding manpower to a late software project makes it later !

TOC

- „Cost Accounting is enemy number one of productivity“. *
- Impact on the behaviour of the people and they habits of finding and improvements of local elements having reason in optimising of these particles.
- New metrics were introduced – already presented

* Eric Noreen, Debra Smith and James t. Mackey

Definition (TOC metric) - summary

- **Throughput (T):** The rate at which the system generates **money** through sales.
 - Note that the money is generated through sales and not production because if you produce something and don't sell it, you have not really had throughput. (You've just put it into inventory).
- **Inventory (I):** All the **money** that the system has invested in purchasing things, which it intends to sell.
- **Operational Expense (OE):** All the **money** the system spends in order to turn **Inventory** into **Throughput**. See classification of **OE** later in this show

TOC metrics more in detail (T)

- **throughput** is the rate at which a system achieves its goal. Often this is monetary revenue and is in contrast to **output**, which is inventory that may be sold or stored in a warehouse. In this case **throughput** is measured by revenue received (or not) at the point of sale—exactly the right

TOC metrics more in detail (OE)

- **Operating expenses includes e.g. :**
- accounting expenses
- license fees
- maintenance and repairs, such as snow removal, trash removal, janitorial service, pest control, and lawn care
- advertising
- office expenses
- supplies
- attorney fees and legal fees
- utilities, such as telephone

Repetition of a topic that has already been reported on TOC

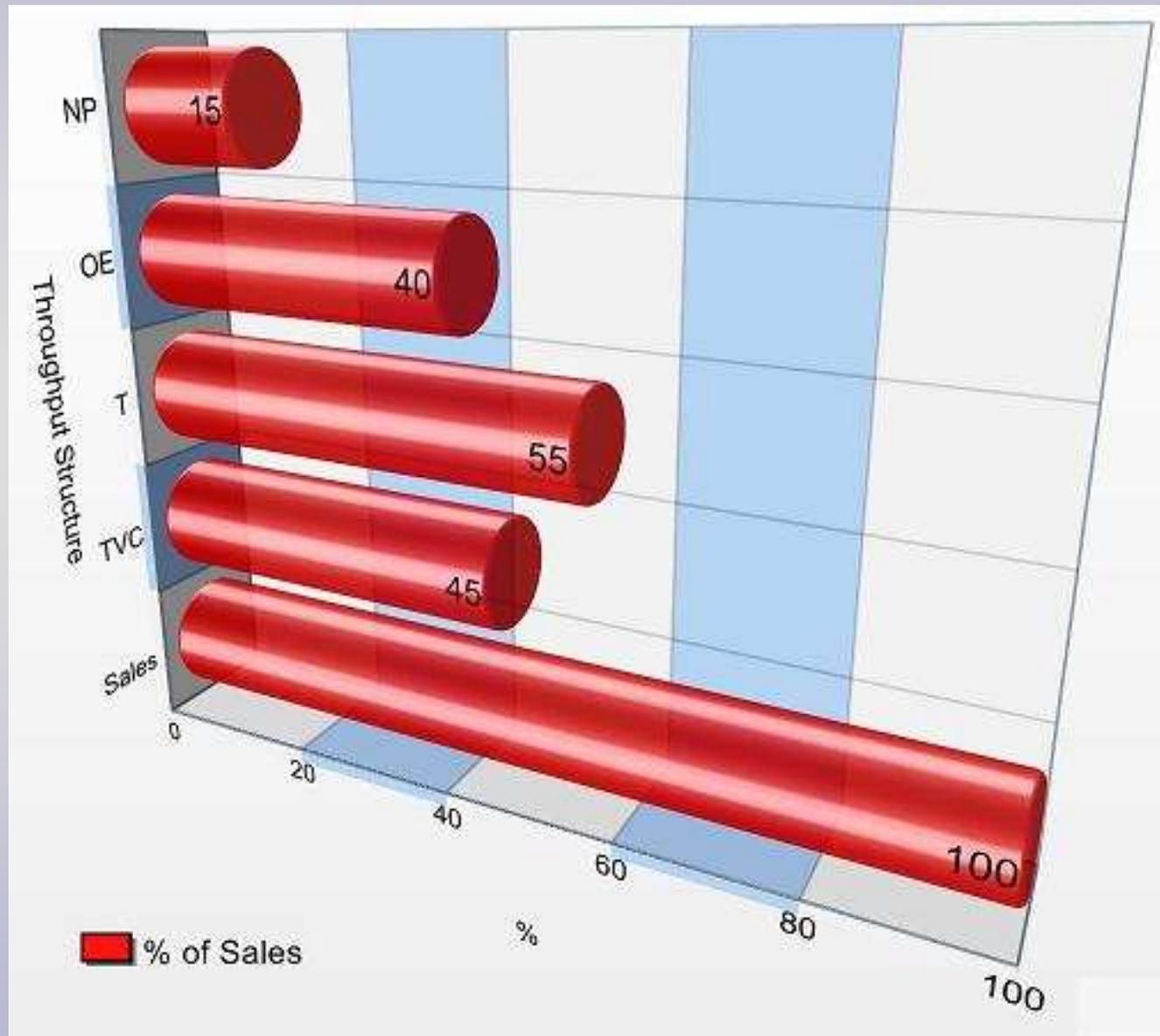
- TOC as a managerial paradigm
- Literature /resources
- TOC and Business Process Reengineering (pessimistic and optimistic approach)
- Chain of processes
- Bottleneck and its definition and impacts
- DBR –first approach
- Cost world and Throughput worlds
- -the weight of the chain (every decrease of the weight of any components will result in better efficiency (performance))
- - the compactness of the chain (only improvement of bottleneck will improve performance of the whole chain)
- Basic metrics (T,OE, Inventory)
- Five focusing steps (Find, Exploit, Subordinate, Elevate , go back to 1)
-

Measuring the goal (TOC metric)

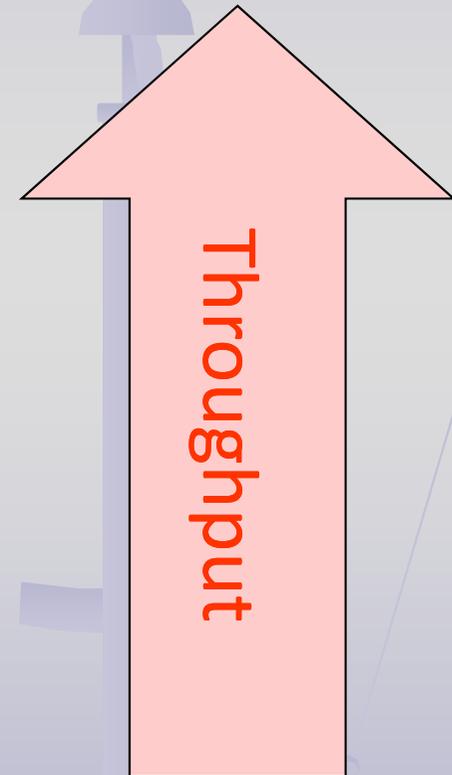
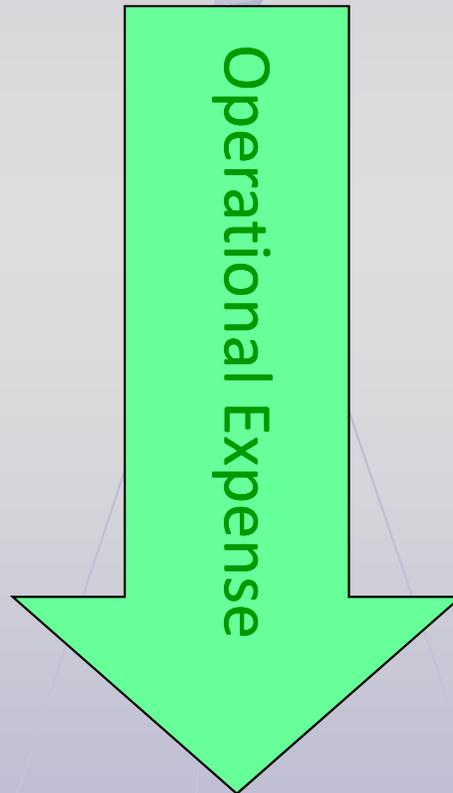
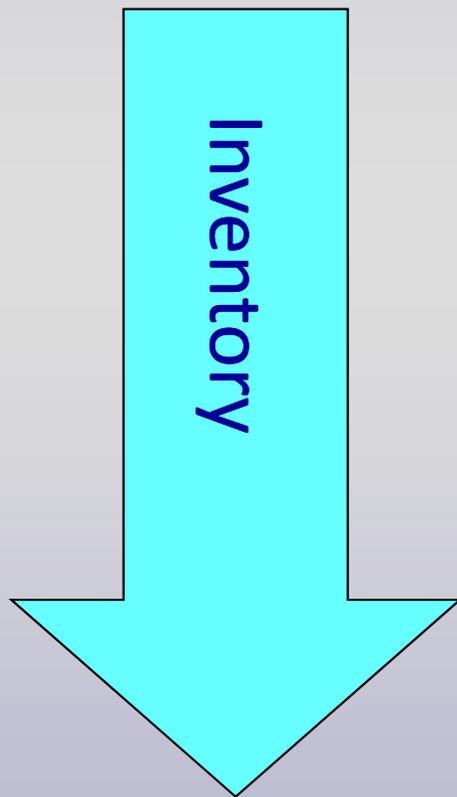
- Net profit ($NP=T-OE$) : (T, I and OE was already explained in this course) -> $T=\text{Net Sales} - \text{TVC} = S-\text{TVC}$, where $\text{TVC}=\text{Total Variable Costs}$
- Cash
- Return on Investment ($ROI=NP/I$)

- Throughput =T
- Inventory = Investment =I
- Operating Expenses =OE

Metrics and their relationships

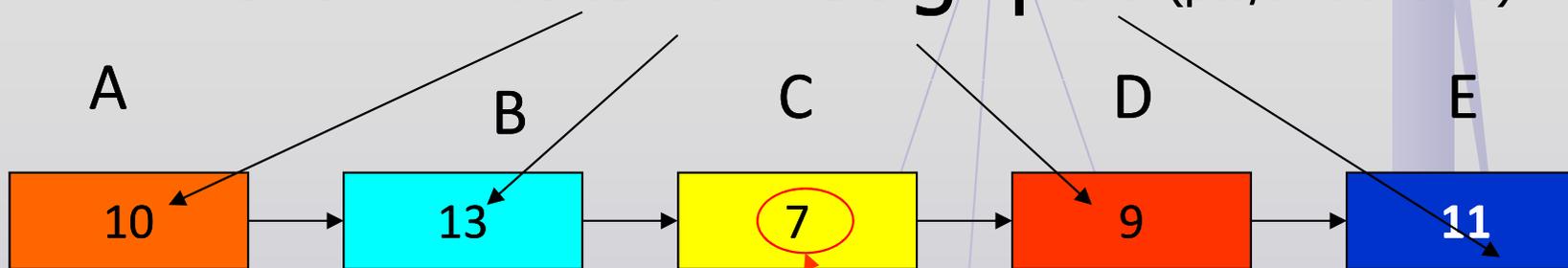


TOC –required trends



T,I,OE,NP and ROI example (home study)

- $NP = T - OE = (S - TVC) - OE$; where **TVC**=Total Variable Costs and **S**=Unit Price
- $ROI = (T - OE) / I = NP / I$, where **NP**=Net Profit
- where **T**=total throughput (pcs/unit of time)

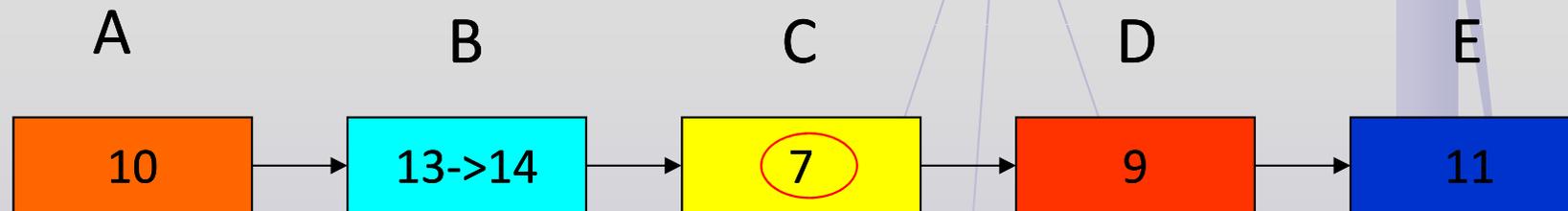


1. Only one product !!! In our example $TVC=0$
2. Unit Price (Selling price) = **100 USD = S**
3. Raw material /one product = **35 USD = OE**
4. $NP/product = (T - OE) = 100 - 35 = 65$
5. 176 hours/month (constraint of the company)
6. $T = 176 * 7 = 1232$ parts/month
7. Monthly **NP** = $1232 * 65$ USD = **80 080 USD**

CCR=Capacity
Constraint Resource=
=weakest link of the chain=
bottleneck

T,I,OE,NP and ROI example (home study)

- 1st suggestion is to optimize B from 13->14 parts per hour
- T will not increase -> **You cannot produce more than 7 !!!!**
- Investment to optimize B=5000 USD with depreciation 10 %
- **OE**(month) = $(5000 \text{ USD} * 0,1)/12 = 41,67 \rightarrow 42 \text{ USD}$ (when rounded)

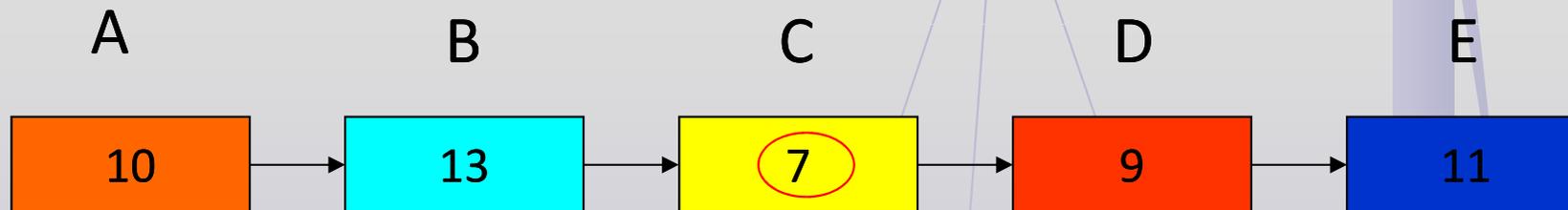


1. Only one product
2. Unit Price (Selling price) = **100 USD**
3. Raw material /one product = **35 USD = OE**
4. **NP**/product = $100 - (35 + 42) = 23$
5. 176 hours/month (constraint of the company)
6. $T = 176 * 7 = 1232$ parts/month
7. Monthly **NP** = $1232 * 23 \text{ USD} = 28\ 336 \text{ USD}$

CCR=Capacity
Constraint Resource=weakest link

T,I,OE,NP and ROI example (home study)

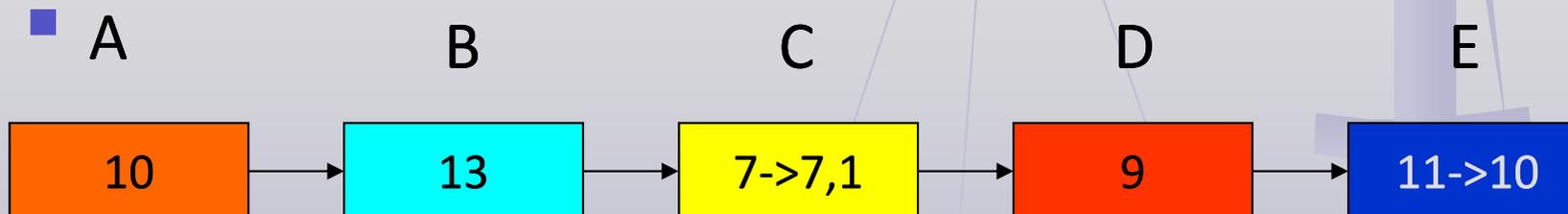
- T = **throughput** will not increase
- NP (Net Profit) will decrease based on increased OE (**41,67 USD /month**)
- Based on NP decrease ROI is negative
- **Bad suggestion !!!!!**



CCR=Capacity
Constraint Resource=
=weakest link

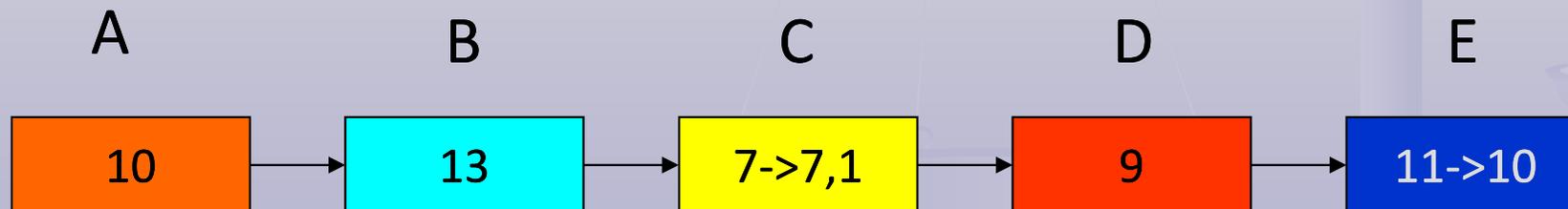
T,I,OE,NP and ROI example (home study)

- 2nd suggestion is to optimize C from 7->7,1 parts/hour
- part of the 2nd suggestion is an extra load of E so it goes from 11->10
- Necessary investment is 5000 USD **(remains the same)**
- Increase of the T=production/month = $0,1 * 176 = 17,6$ parts
- Increase of the company NP= $17,6 * 23$ USD= **404** USD/month



T,I,OE,NP and ROI example (home study)

- Necessary investment is **5000** USD = I = Inventory = Investment
- Increase of the T = production/month = $0,1 * 176 = 17,6$ parts
- Increase of the company/month NP = $17,6 * 23$ USD = **404** USD
- **OE**/month = $(5000 * 0,1) / 12 = 41,67 \rightarrow$ **42** USD
- **OE** will be increased by **42** USD/month
- Annual increase of the NP = $404 * 12 = 4848$ USD
- $ROI = NP / I = (28336 * 12 + 4848) / 5000 = 69\% !!!$
- **T** does not measure local efficiencies, except at the constraint- see next slide



Throughput

1. $T=176 * 7,1 = 1250$ parts/month (rounded)

2. Monthly NP = $1250 * 23$ USD = 28 750 USD

3. Originally :

1. $T=176 * 7 = 1232$ parts/month (rounded)

2. Monthly NP = $1232 * 23$ USD = 28 336 USD

Implementation of TOC is complicated switchover process

- it represents challenging adventure, where the invested efforts are often **not predictable**
- it requires cooperation, coordination and use of well informed and trained teams on both sides.
- you will certainly overcome natural resistance against changes and persuade distressed and indolent people
- **no one is willing to change anything**



Implementation of TOC is complicated switchover process

- try to find somebody who could accept changes !!!
- you must persuade these guys, that the suggesting changes are in fact their idea and without their creativity TOC would be only toothless beast !
- but how to achieve it ??



Implementation of TOC is complicated switchover process

- **Socratic teaching** – proving the logic by use of dialog
- **Buy-in approach** – initiator of the changes must have interpersonal and communication talents in order to persuade the targets and squeeze from the people their best ideas.

Socratic teaching



Implementation of TOC is complicated switchover process

We have to find out the answers to these questions:

1. What to change?
2. To what to change to ?
3. How to make the change happen?

Implementation of TOC is complicated switchover process

What to change?

- **Objectives** : **Situation assessment**, description of “**current reality**,” and identification of the core problem or conflict and assumptions that sustain it. **Diagnosis and systemic root cause analysis.**
- **But at any time you will meet enemies – the ones who hate any changes**
You have a lot of people wishing to do the same, a lot o people doing exactly the opposite and immense quantity of people which would like to do nothing !
- **Layers of resistance:** **Lack of agreement on the problem**

RESISTANCE



Implementation of TOC is complicated switchover process

To what to change?

- **Objectives** : Verbalization of vision/solution->process diagram, description of strategy to attain the desired state, and avoidance of undesirable side effects. Prescription, decision-making, and solution development.
- **Layers of resistance:**
 - Lack of agreement on a possible direction for a solution
 - Lack of agreement that the solution will truly address the problem
 - Concern that the solution will lead to new undesirable side effects (“Yes, but...”)
 - Or you will get even worse reaction („NO, because...”)



Thinking Process Tools

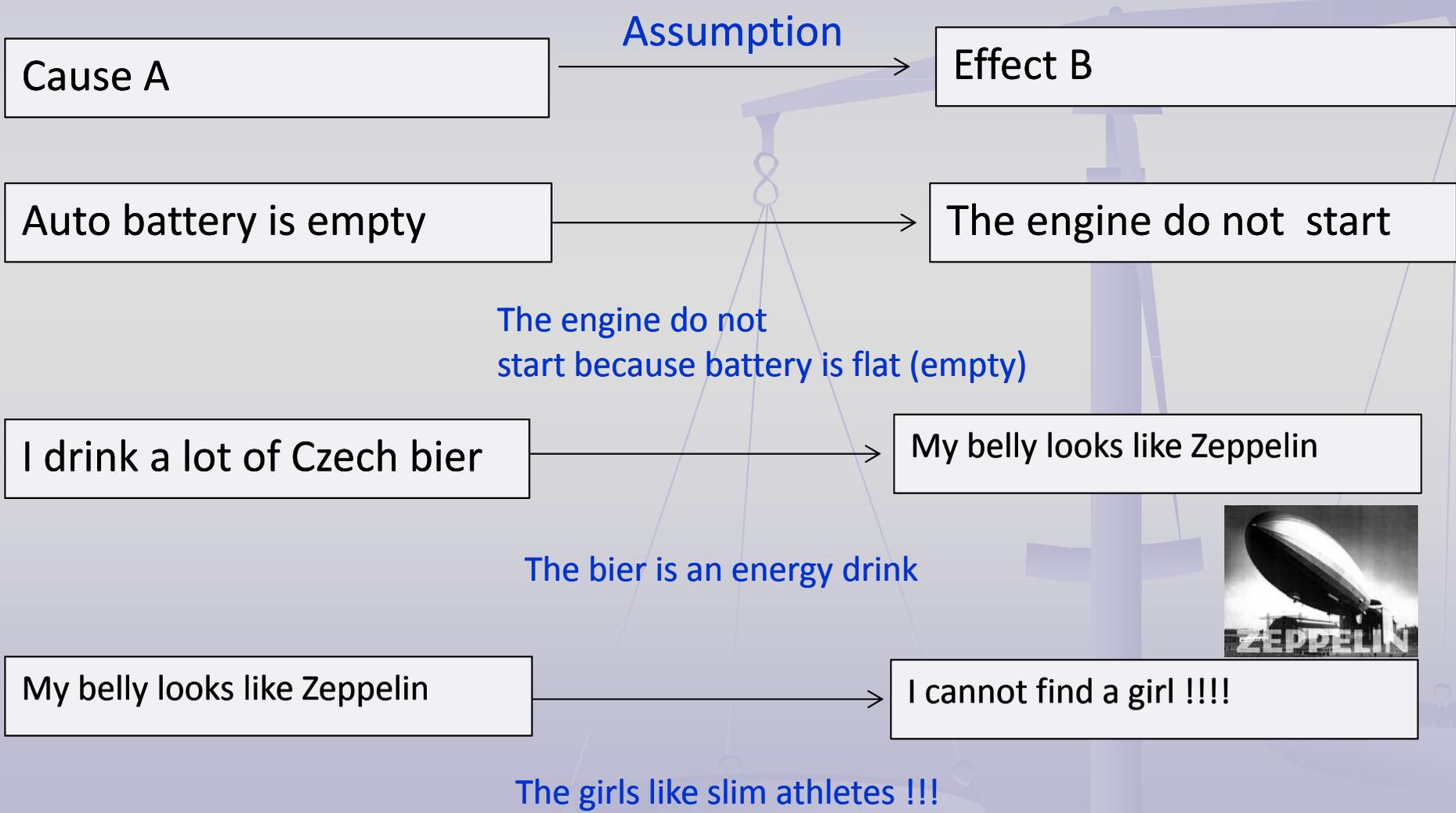
- offer the answers to three TOC questions about changes
- help to **clear away** every layers of resistance
- visualisation of the thinking process
- verbalization of the thinking process
- use of **casual logic** (cause ->effect)
- use of **sufficiency logic** - „IF - AND - THEN“
- use of **necessity logic** - „IN ORDER TO - THEN - BECAUSE“

Thinkin tools (home study)

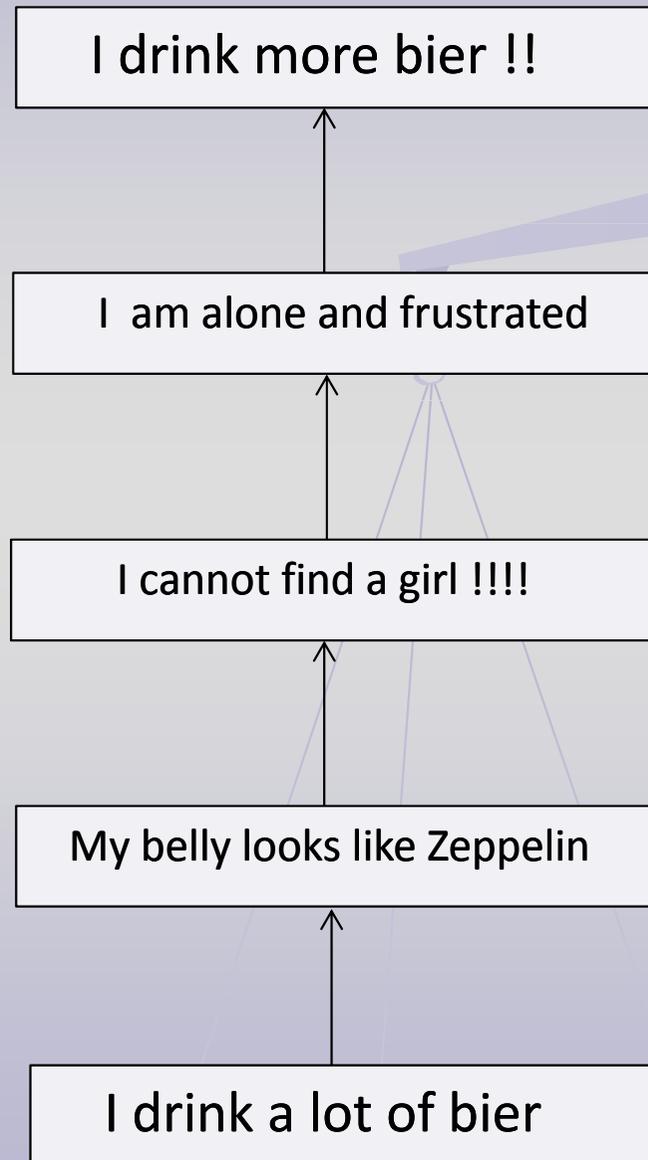
■ Thinking Tools

- Sufficient cause is the thought pattern of effect-cause-effect. When we assume that something, simply because it exists, causes something else to exist, we are using sufficient cause thinking. Another way of saying this is that we are using sufficient cause thinking when we assume that something is the inevitable result of the mere existence of something else" (Scheinkopf, c1999 p. 31). It is important to care about hidden assumptions, because they are the "source of disagreements and of best laid plans gone awry" (Scheinkopf, c1999 p. 34). The major benefit of the Thinking Tools diagrams is in the relationships they are capable of showing. The thought process of finding plausible cause relies on the assumption that the existence of one element causes the existence of another. Another reasoning when using plausible cause is the assumption that one element is the inevitable consequence of another (Scheinkopf, c1999 p. 31).

Basics



Cause-effect simple structure



Thinking Process Tools

Necessity logic

IN ORDER TO - THEN - BECAUSE



I will survive and I will date girls every day

In order to survive and to be strong as Hercules I must eat fatback

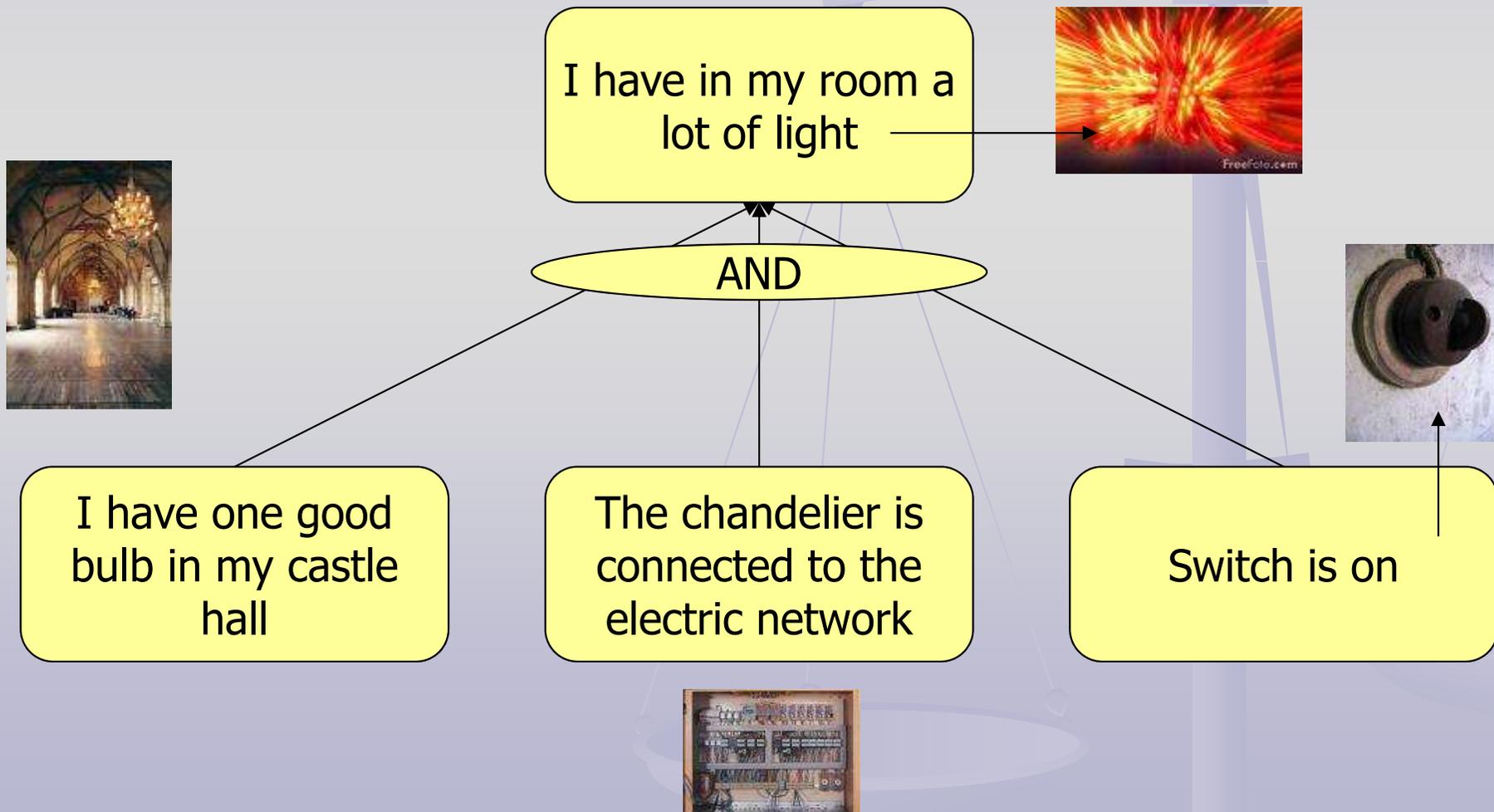
I am eating fatback every day



Thinking Process Tools

Sufficiency logic

IF - AND - THEN



We have to solve the crucial question: **what is a core problem** (what should be changed)

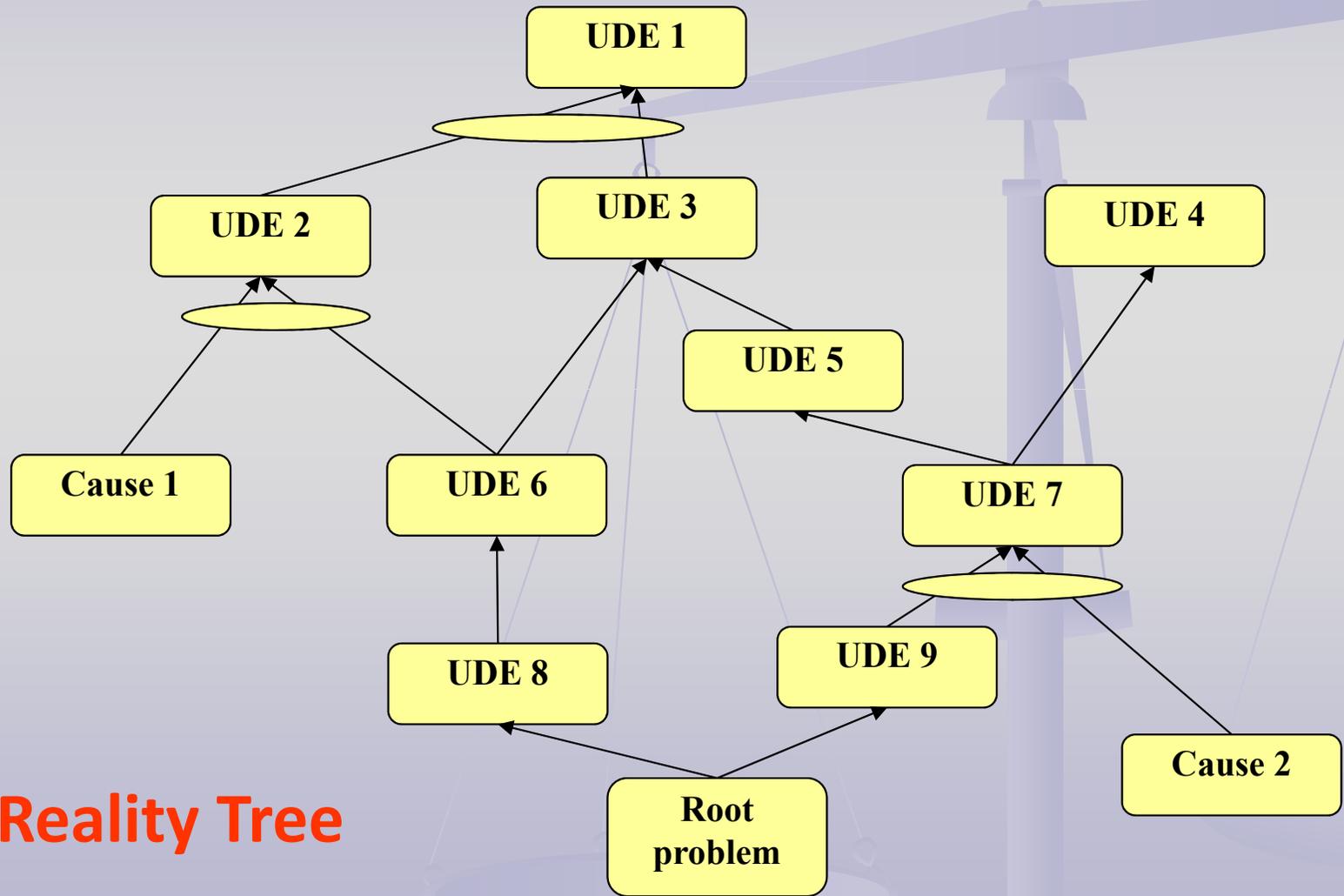
A tool for solving such a task : **Current Reality Tree**

- Why to change something and what is something (core problem=constraint, bottleneck)
- Summary of all **U**ndesirable **E**ffects (**UDE**) and their layout based on **casual logic - sufficiency logic**
- **Core Problem** – common cause of all UDE

UDE examples

- **From the book "[It's Not Luck](#)", some examples of the UDEs are:**
- Production and distribution do not improve fast/significantly enough
- Engineering is unable to deliver new products fast and reliably enough.
- Companies don't come up with sufficient innovative ideas in marketing.
- In more and more cases the price the market is willing to pay doesn't leave enough margin.
- There is unprecedented pressure to take actions that will increase sales
- Competition is fiercer than ever.
- In advanced material industries there is a need to launch new products at an unprecedented rate.
- In advanced material industries the constant introduction of new products confuses and spoils the market.
- Sales people are overloaded.
- There is increasing pressure to reduce prices.

We have to solve the crucial question: **what is a core problem** (what should be changed)



Current Reality Tree

CRT (home study)

- A CRT is a cause-effect logic diagram constructed with "sufficient cause" reasoning that is used to establish a stream of logical relationships that link the core conflict with the UDEs (Ronen, c2005 p. 29).
- The CRT is used to pinpoint the core driver – a common cause for many effects. The most common use is to identify a core problem, which can be thought of as the invisible constraint responsible for many of the system's current problems. ... Constructing the tree is a process that leads to the recognition of the behavioral patterns of the conditions existing in the reality of the system. It is a tool that allows to see order even in the midst of chaos" (Scheinkopf, c1999 p. 144). Before creating the diagrams, any and all possible information is collected; what issues the inspected company deals with, what its pains are, and what the corporate goals are. These topics can be described with the as-is model, and the information is therefore transcribed into the CRT. The diagram does not represent any reality, but as is the case with the other diagrams, shows relationships based on the cause-consequence paradigm, where undesirable effects in unison create the final problem being addressed by the diagram. Backtracking these consequences to their cause, the single core problem, or the bottleneck, is determined. The CRT construction process contains the following steps: 1. Determine the scope of the analysis 2. List between 5 to 10 pertinent entities 3. Diagram the effect-cause-effect relationships that exist among the entities. 4. Review and revise for clarity and completeness 5. Apply the "so what" test. 6. Identify the core cause(s) (Scheinkopf, c1999 p. 144).

How to create CRT (**home study**)

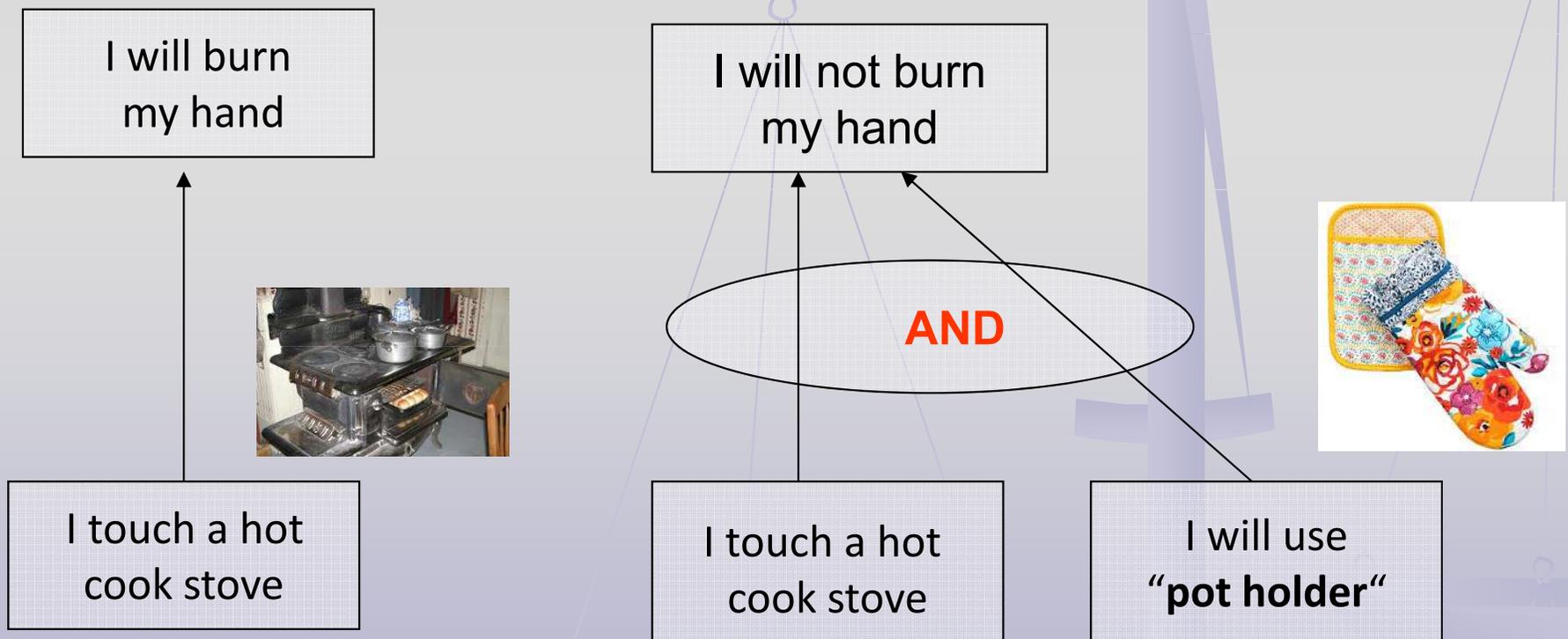
- **The CRT construction process contains the following steps:**
- 1. Determine the scope of the analysis
- 2. List between 5 to 10 pertinent entities
- 3. Diagram the effect-cause-effect relationships that exist among the entities.
- 4. Review and revise for clarity and completeness
- 5. Apply the "so what" test.
- 6. Identify the core cause(s) (Scheinkopf, c1999 p. 144).

We have to solve the crucial question: **what is a core problem** (what should be discovered and changed)

<https://www.youtube.com/watch?v=aDEaAOcDKnA>

Causality:

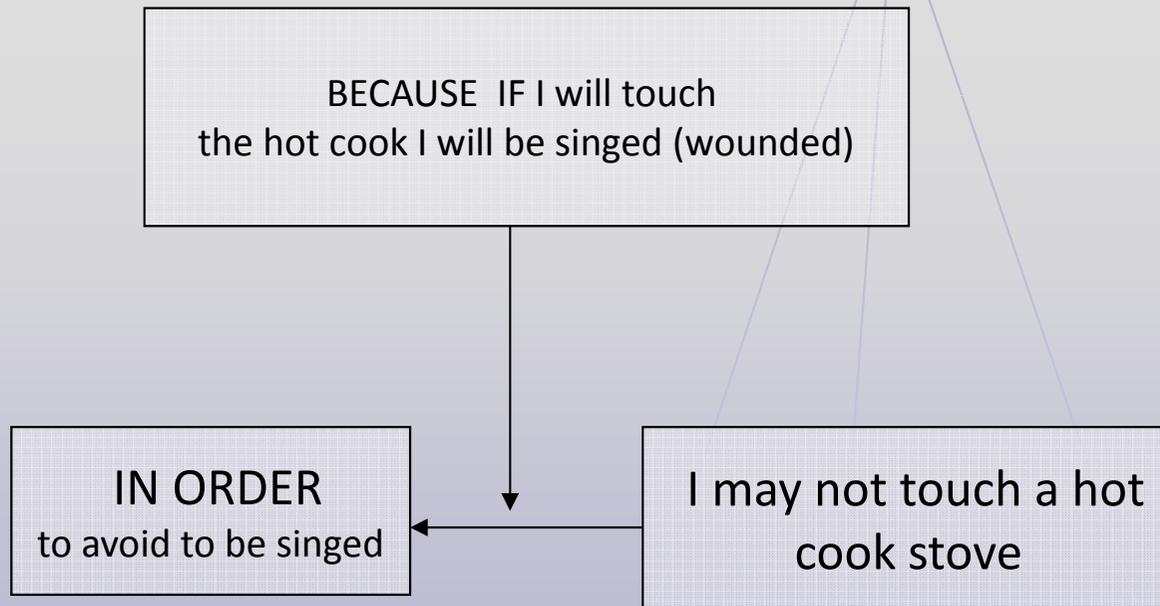
IF a lot of snow **AND** snowboarding in restricted area **THEN** avalanche



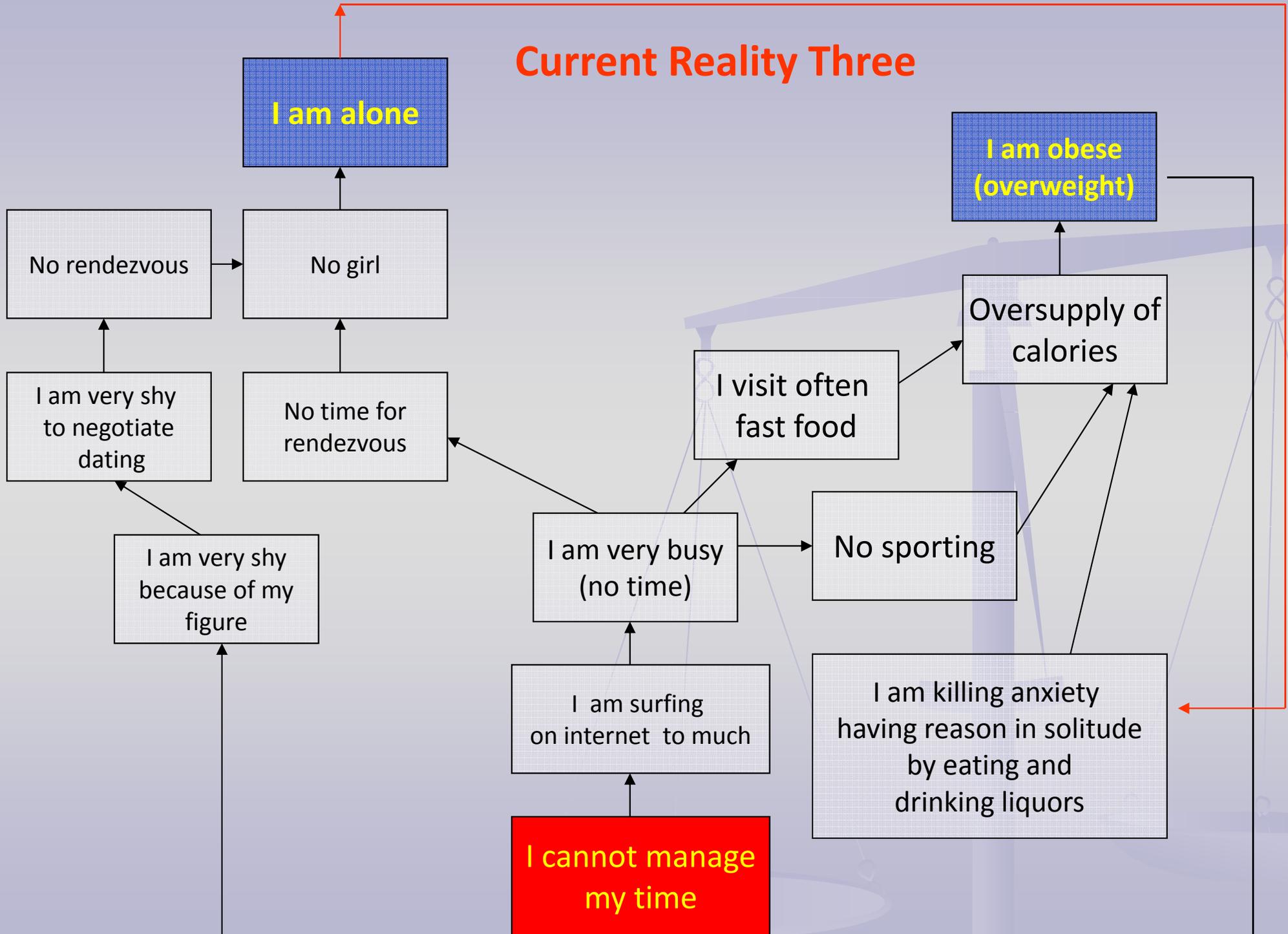
We have to solve the crucial question: **what is a core problem** (what should be changed)

Necessity logic:

IN ORDER to avoid something **I HAVE TO** do this



Current Reality Three

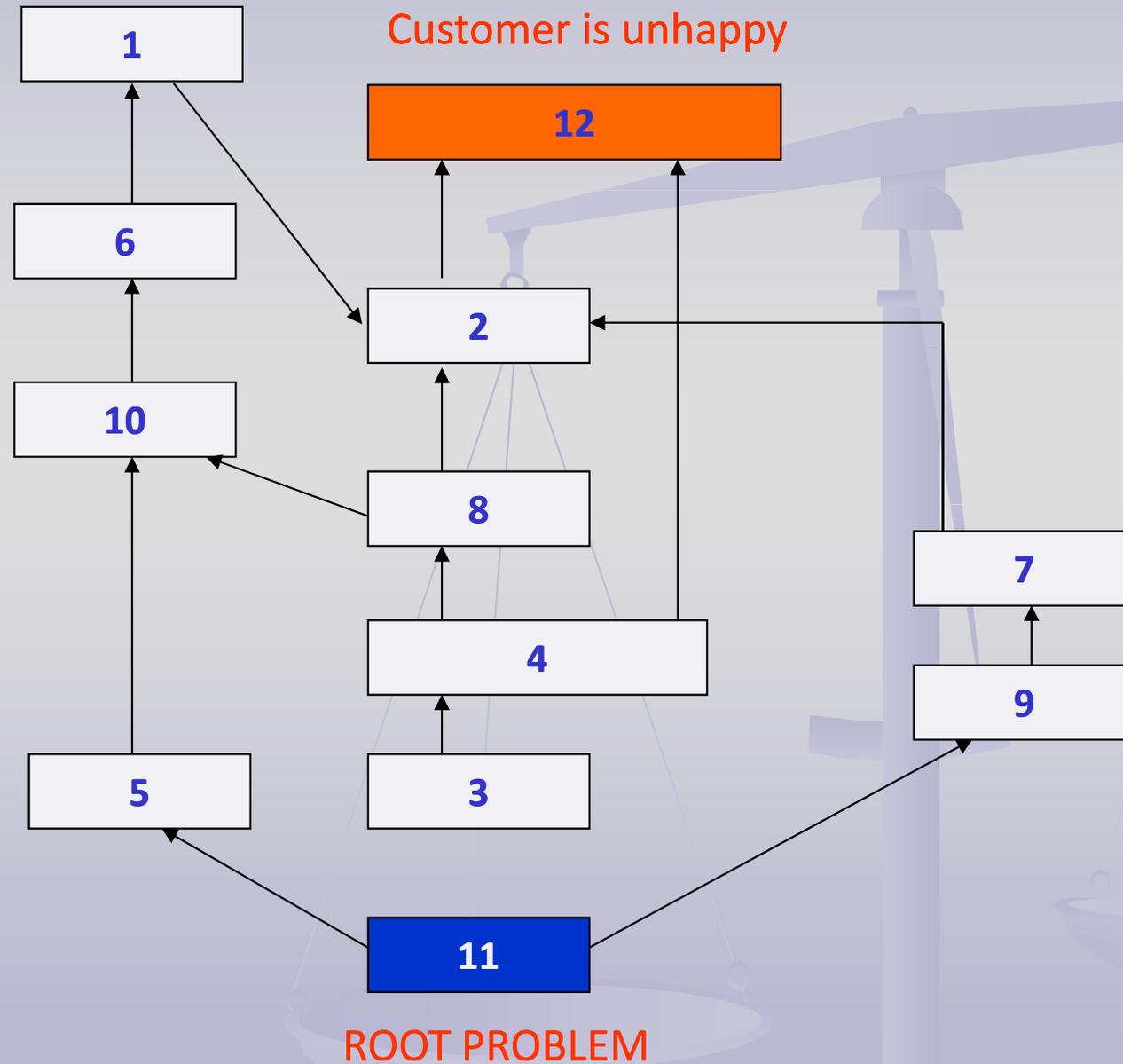


Current reality three (home study)

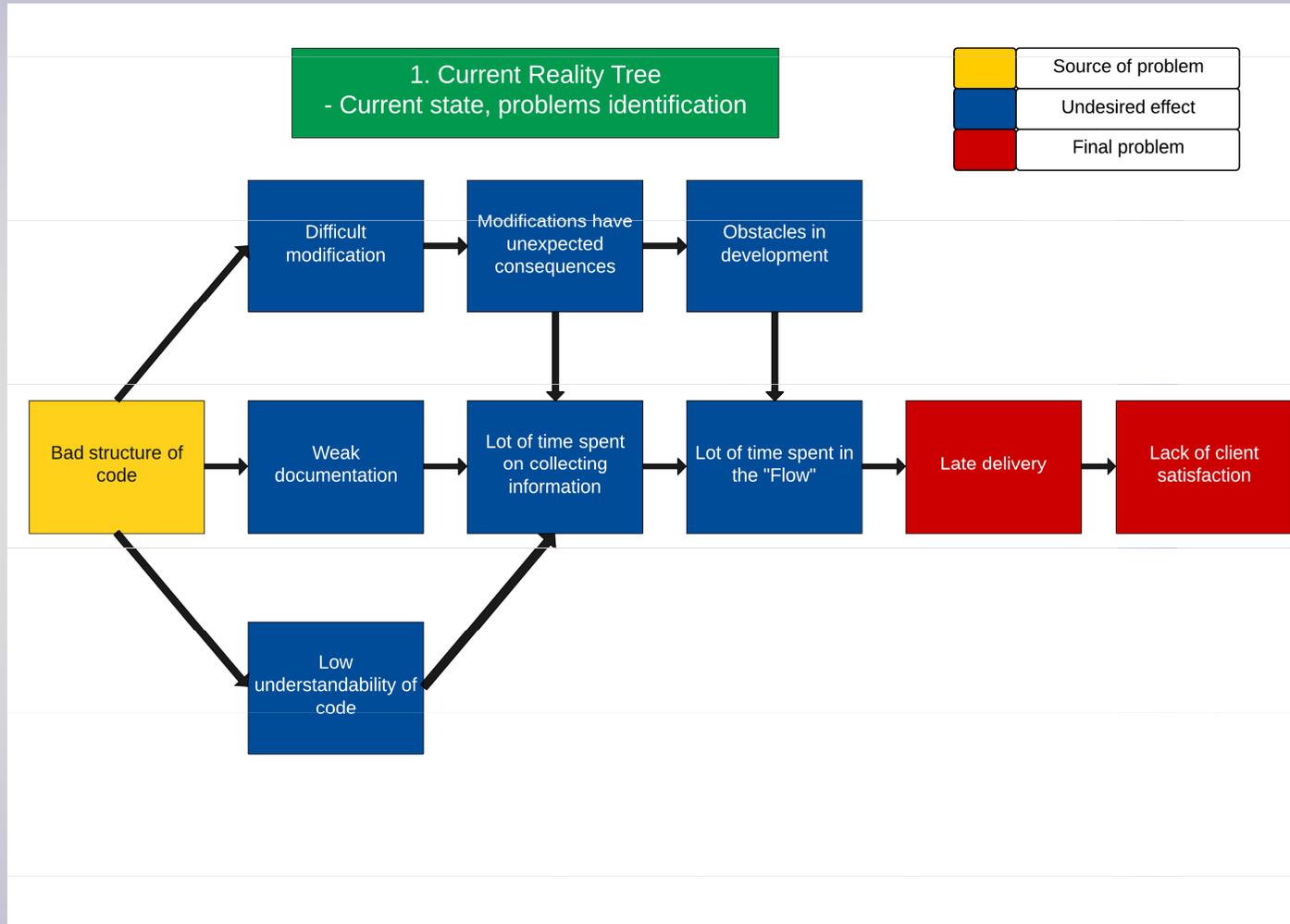
List of UDE's :

- **UDE1** : lack of financial consultants (FC)
- **UDE2** : late hand-over of required services during implementation and support
- **UDE3** : a modern design of ERP is not easily understood by rigid customer's accountants
- **UDE4** : the customer's accountants tend to use old fashioned methods and processes which are difficult to manage by using a modern ERP
- **UDE5** : rigid remuneration does not allow to pay more FC than the others
- **UDE6** : high level of fluctuation and job-hopping
- **UDE7** : overburdened FC as a consequence of bad multitasking (will be explained later in Critical Chain PWP)
- **UDE8** : FC are fed up by permanent repetitive explanation to the customer's accountants who do not want to understand
- **UDE9** : bad multitasking
- **UDE10** : FC are unhappy because of a salary, which is much more lower than their expectations
- **UDE11** : The management sticks to Cost world and tends to decrease costs by minimising payroll and having all resources as a CCR (Critical Constraint Resources)
- **UDE12** : Customer is unhappy

Current reality three (home study)



CRT – Bad structure of the code



Zdroj : BP ing, Martin Lofaj, 2014

We have to solve another crucial question: the direction of solving **a core problem**

What is the main reason (injection) supporting the change !

Evaporating Cloud Tree

- the change without any compromise - basic and starting impulse for the change
- use of „**necessity logic**“ – common goal, necessary condition to reach this goals, what have to be done and where is a conflict
- „**how to get out from the scratch**“ of the problem, disclosure (findings)and verbal definition of hidden assumptions
- **Win-Win** solution of the whole conflict = **injection !!!**



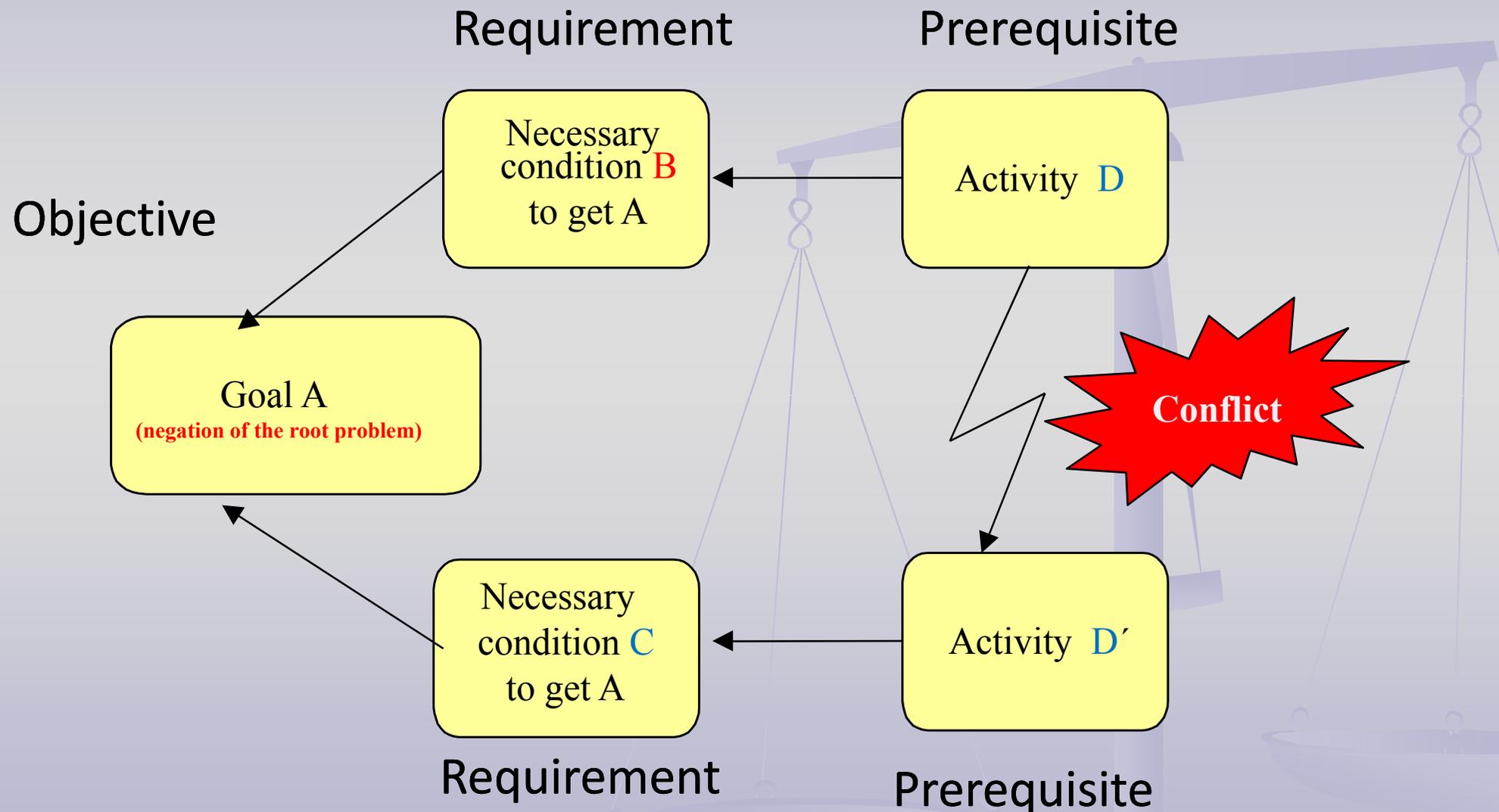
EC –definition (home study)

- The Evaporating Cloud (EC) is "by far the most often used of the thinking processes. This may be due to the fact that it is the easiest of the tools to learn. The cloud only has five entities, and it takes just a few minutes from start to finish. The tool is used for conflict resolution, and one thing we humans are not short on is conflict" (Scheinkopf, c1999 p. 171). The EC is responsible for a majority of the identified UDEs (Ronen, c2005 p. 27). The second diagram, the EC, shows different approaches to solving a problem. Each approach eliminates the other, while both attempt to reach the same goal. The first diagram, CRT, shows the current state, while the EC requires commitment to the path that management chooses and based on which consequences justifies its success.

EC creation (home study)

- **The process of EC creation is:**
 1. Articulate the problem and diagram the cloud.
 2. For each arrow, uncover assumptions and identify potential solutions, using the necessary condition thinking process.
 3. Choose an injection to implement (Scheinkopf, c1999 p. 173).

We have to solve another crucial question: the direction of solving a core problem



Evaporating Cloud Tree (a conflict tree, a conflict resolution diagram)

How to read this Evaporation tree

In order to have objective A, we must have requirement B..

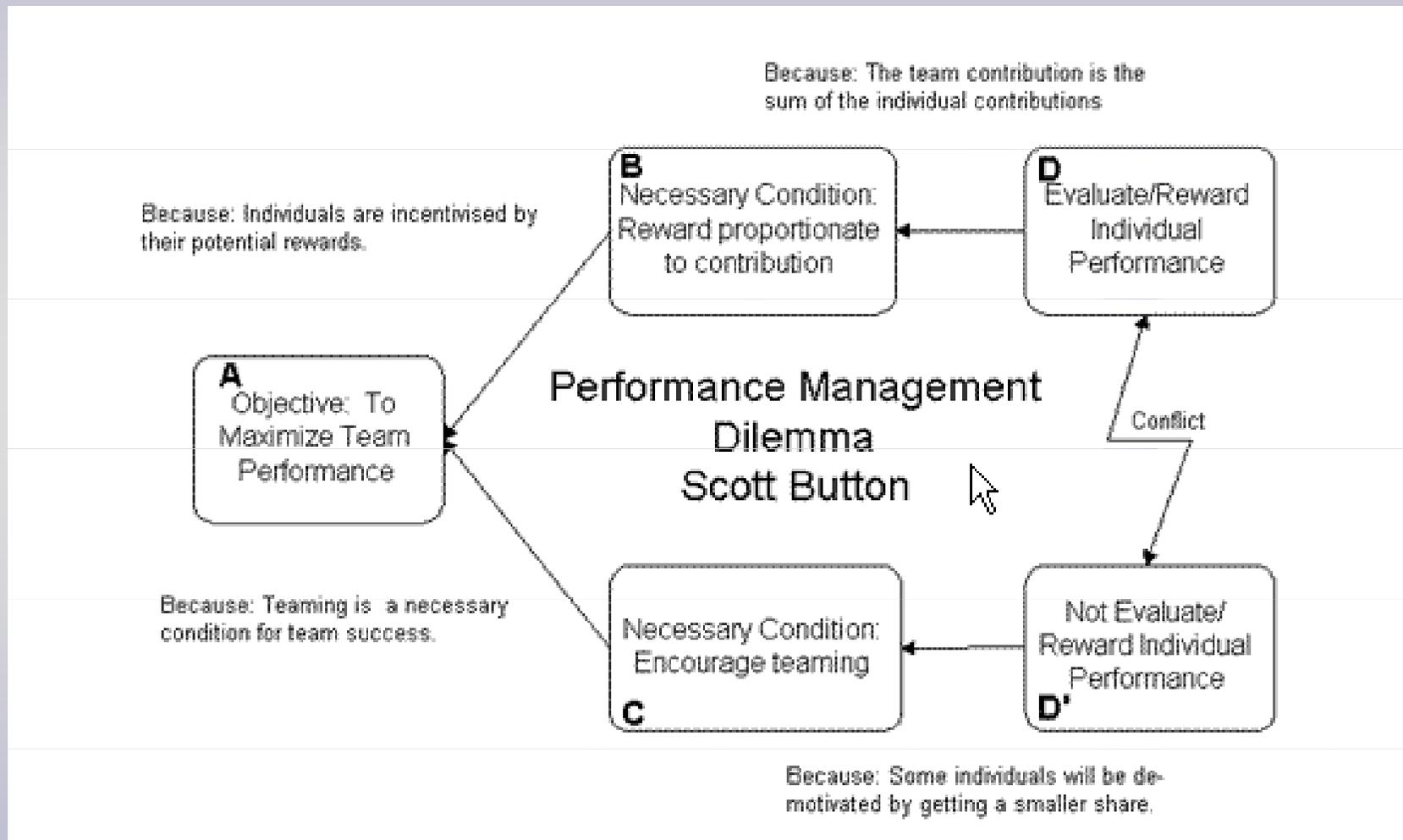
In order to have requirement B, we must have prerequisite D...

In order to have objective A, we must have requirement C...

In order to have requirement C, we must have prerequisite D'...

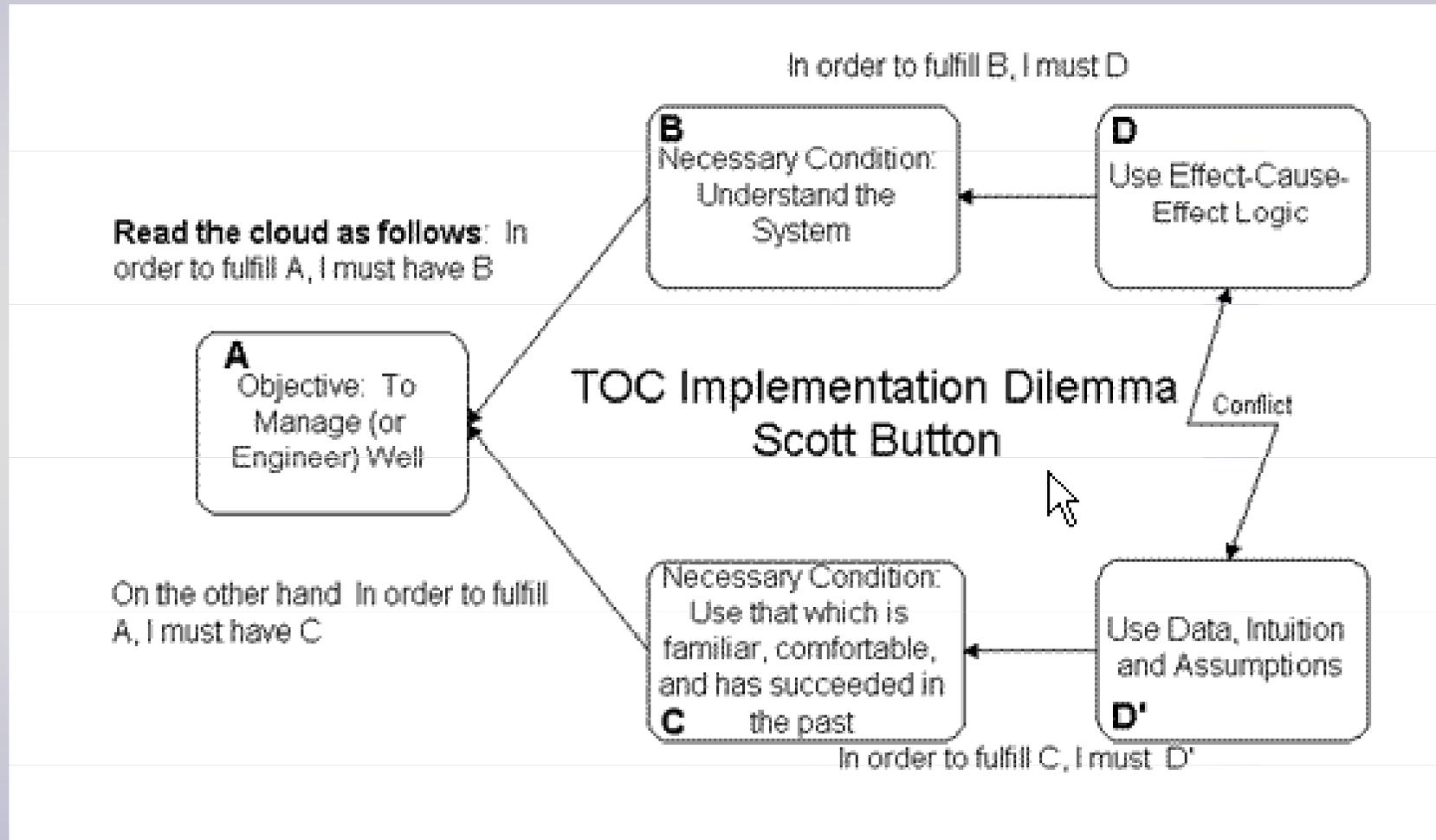
But prerequisites D and D' are in conflict... Like fire and water

Evaporation cloud tree- example 1



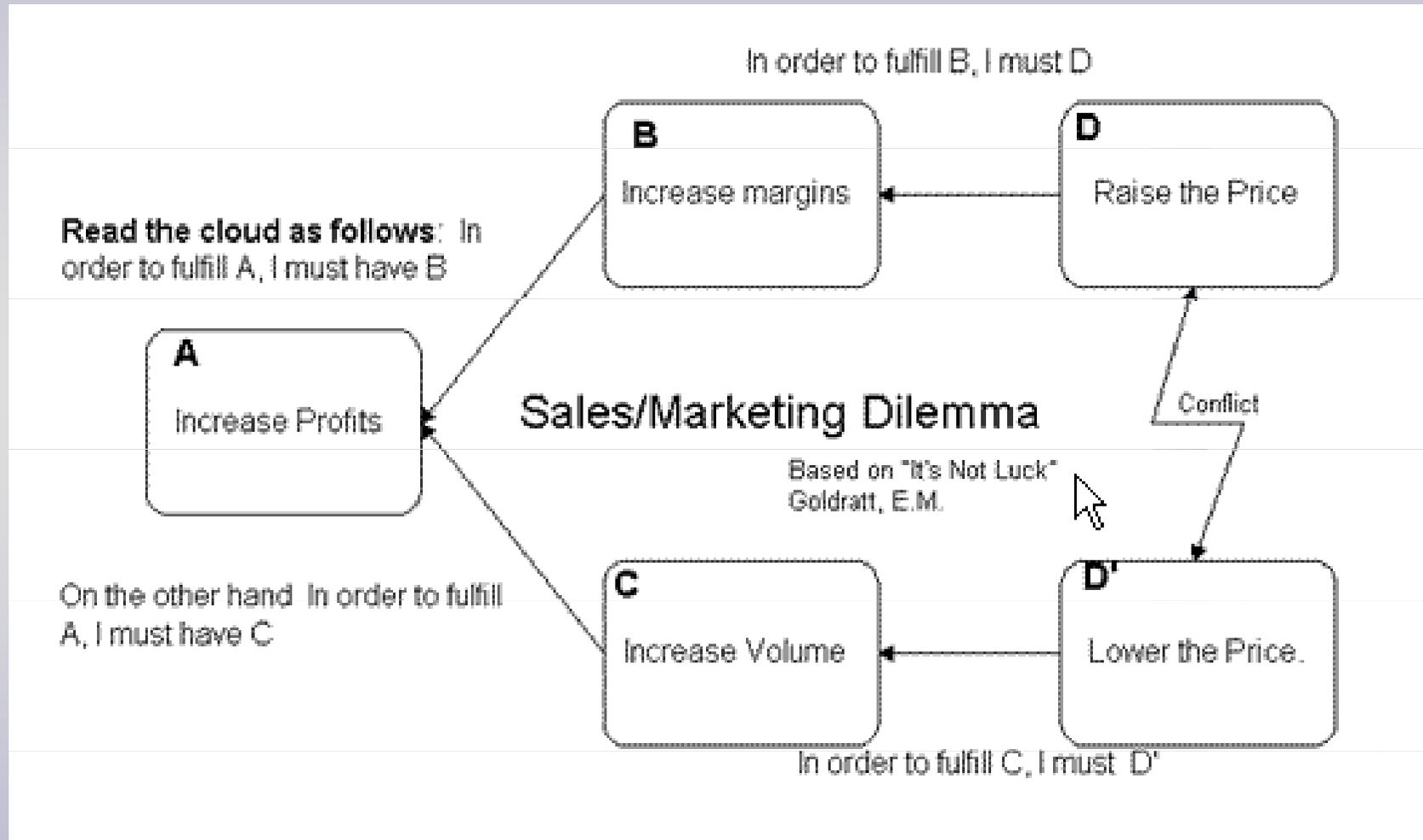
Performance Management

Evaporation cloud tree- example 2



Implementation of TOC

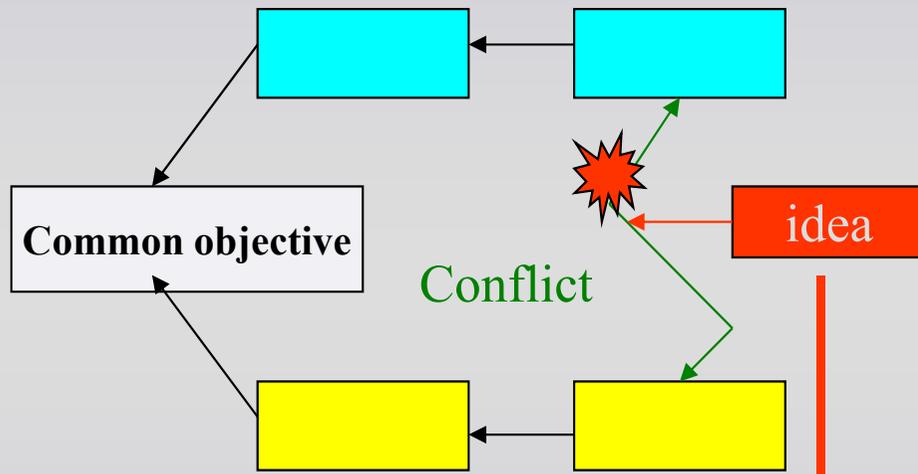
Evaporation cloud tree- example 3



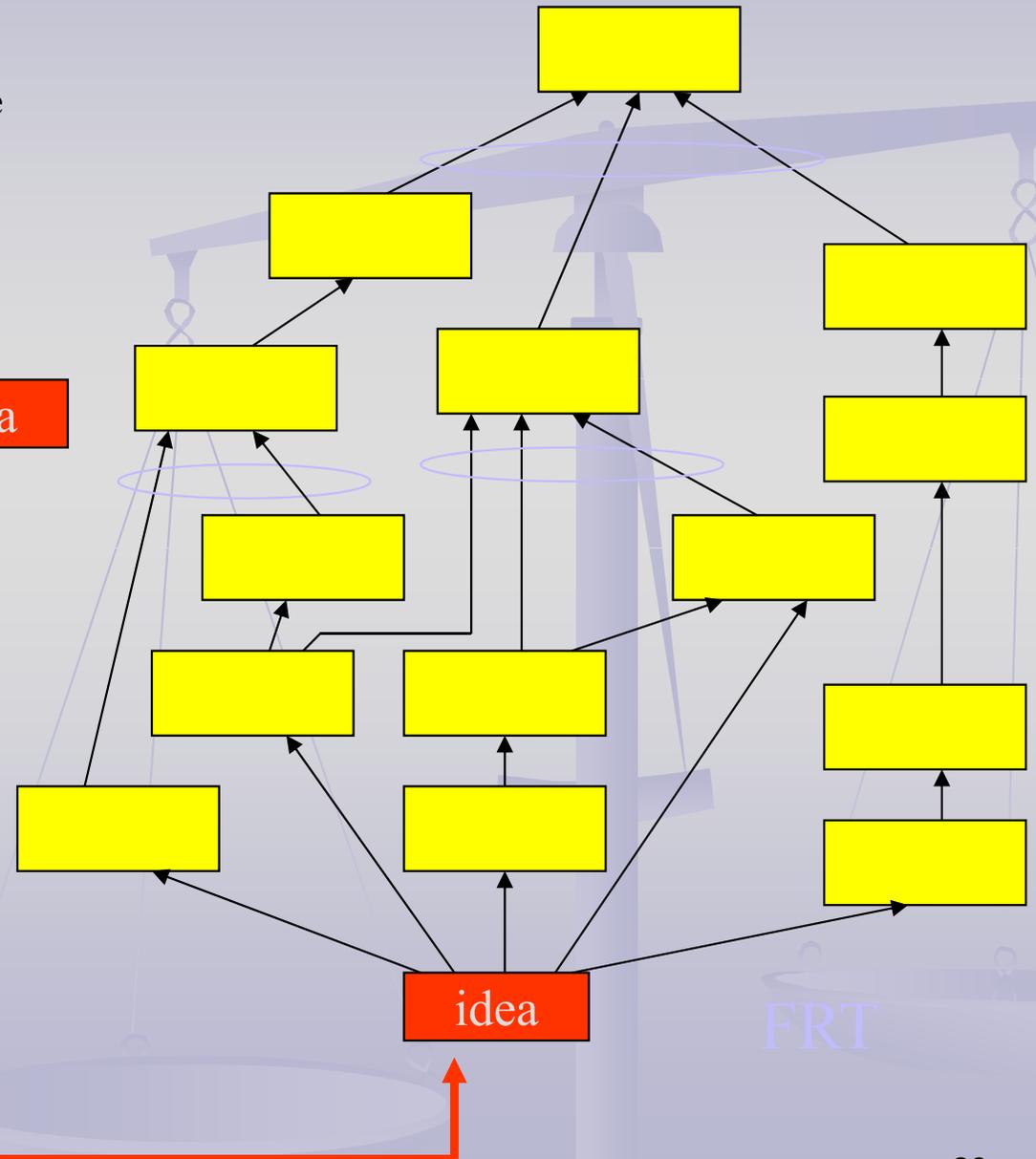
Sales and prices

Transition Evaporation Cloud Tree \Rightarrow Future Reality Tree (FRT)

The opposite of root problem = Common objective

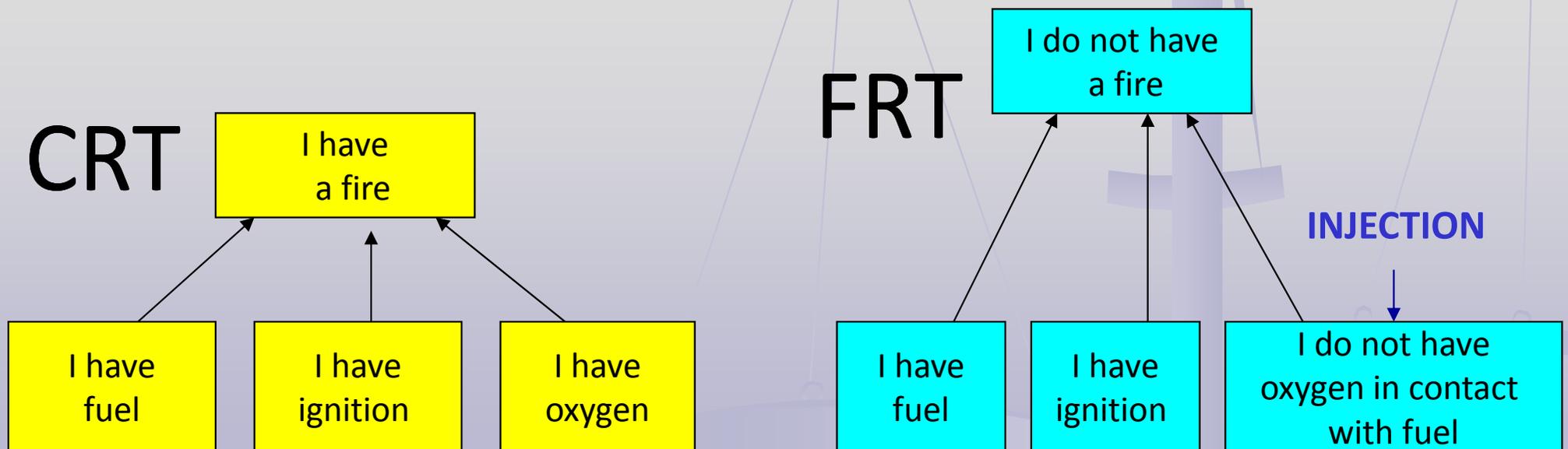


Evaporation Cloud Tree



Future Reality Tree (FRT)

- The FRT **is very similar** to the CRT in structure, but with new proposed actions, policies, and behaviour injected into it in order to create a new vision of the future reality of the system.
- The power of the logical **"if-then"** construction is that if any one of the lower-level causes are removed or mitigated, everything that is above it is subject to change.
- If any one of the three „IFs“ are removed or modified, the „THEN“ may be removed from consideration as a problem



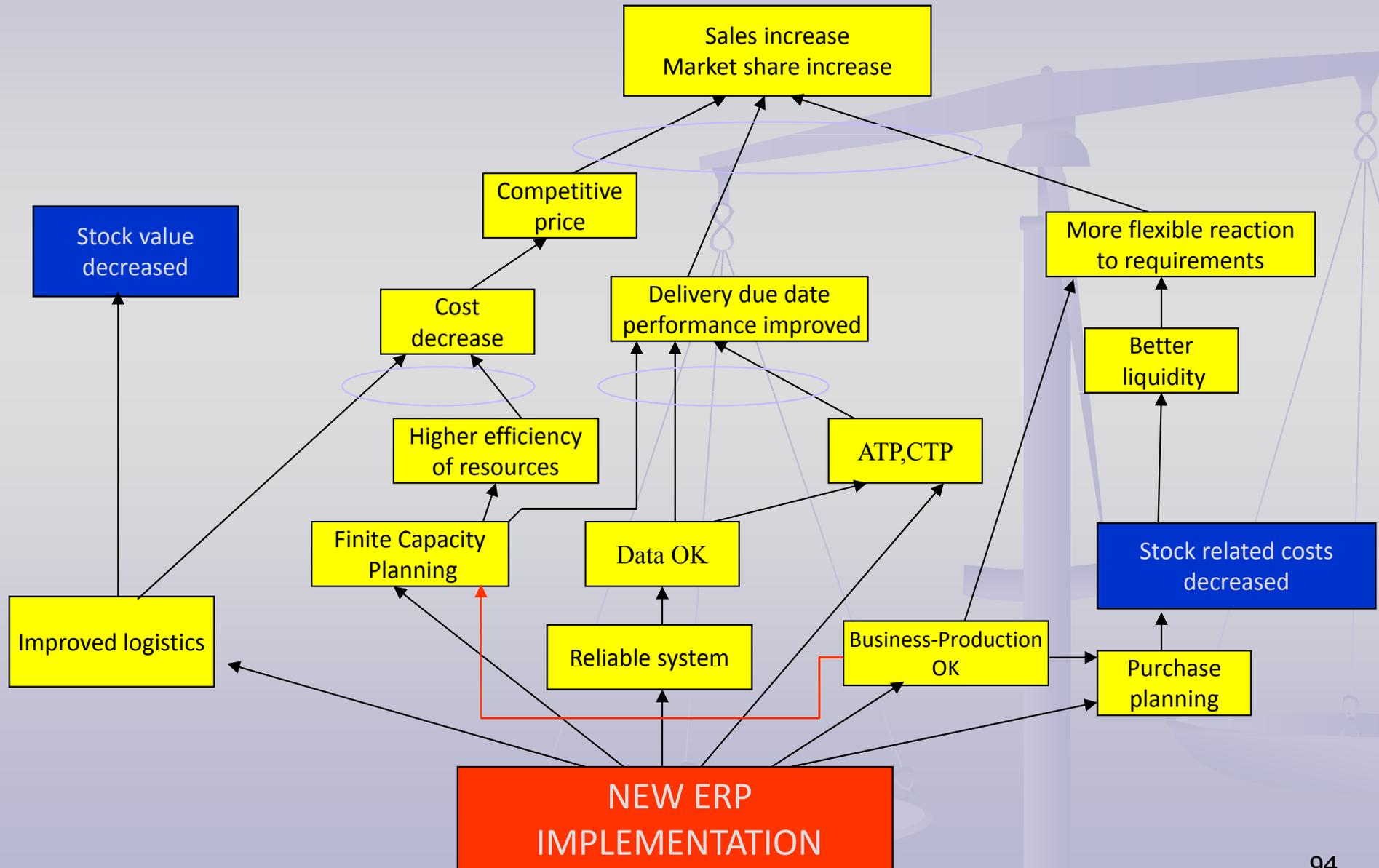
FRT (home study)

- The Future Reality Tree (FRT) is a tool for logically visualizing the future through systematic transformation of the CRT. It presents the results from the planned implementation of healing injections that will eliminate the core conflict (Ronen, c2005 p. 33). The third diagram shows the future state and how it can be achieved. Based on the chosen strategy in EC, "healing injections" are used to enable processes causing the shift towards the desired state, achieved at the top of the FRT. The diagram also heavily relies on the logical relationships of individual elements as well as their causality. The approach is purely theoretical, on higher levels of abstraction and assumes an ideal context. As a model, it however perfectly translates the situation, needs, and progress to the stakeholders. Every single decision we make, every single action we take, will change something in the future. The FRT is a tool for visualizing and predicting the future. The FRT contains four parts: 1. Injections are always entry points to the tree. They are entities that do not exist in the system's current reality, and are distinguished from other entities by their squared corners. 2. Entities that do currently exist in the system's reality. In a FRT, this type of entity will usually be entry points and is typically not found in the body of the tree. 3. Entities that do not yet exist in the system. When entities that currently exist (2.) are combined with injections (1.), the (3.) entities will exist in the future. 4. Reinforcing loops are often placed in future reality trees, as a means to create patterns of sustained and continuous improvement (Scheinkopf, c1999 p. 110).

How to create FRT (home study)

- **The steps to making a FRT are:**
- 1. Define the basis for the tree.
 - a. Identify an injection (idea).
 - b. List the objectives (pro's) of the injection.
 - c. List potential undesirable consequences (con's) of the injection.
- 2. Describe the effect-cause-effect relationships.
 - a. Using sufficient cause thinking, connect the injection to the objectives.
 - b. Seek and block potential undesirable consequences of the injection.
- 3. Enhance the solution.
 - a. Predict additional effects.
 - b. Add reinforcing loops (Scheinkopf, c1999 p. 112).

Future Reality Tree (FRT)



YES, this could be managed BUT.....

Negative Branch Reservations (NBR):

- use of **sufficiency logic** – by taking into consideration **objections** of other involved persons
- these objections were related to possible **undesirable impacts** of the injection (solution) implementation
- **NBR** is often a part of the **FRT** (Future Reality Tree)
- Evaporation Cloud Tree, FRT and **NBR** enable to answer the second question : **To What To change ?**
- **or Where we are going ?**

Where Are We Going?

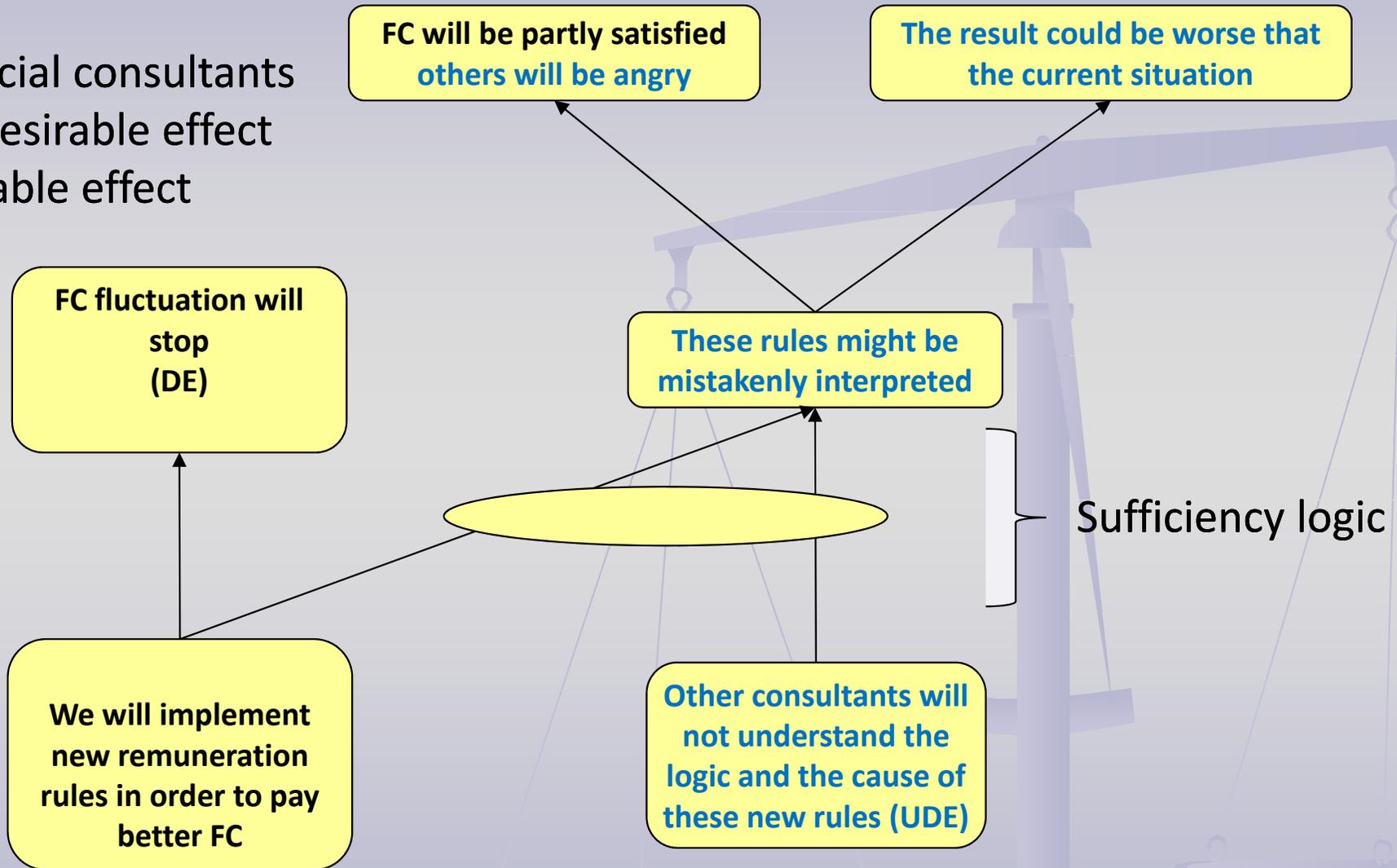
www.spousedates.com



Thinking like we always have is what got us where we are
It is not going to get us where we are going ! (A.Einstein)

YES, this could be managed BUT.....

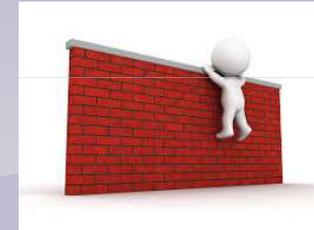
FC= financial consultants
UDE=undesirable effect
DE=desirable effect



Negative Branch Reservations exaple

We cannot implement it, because

(Prerequisite Tree):



- use of **necessity logic** – identification of **obstacles**
- use of the human ability to invent **any reason**

WHY IT IS NOT FEASIBLE

- setup of the necessary intermediate objectives
- setup of the schedule for change process

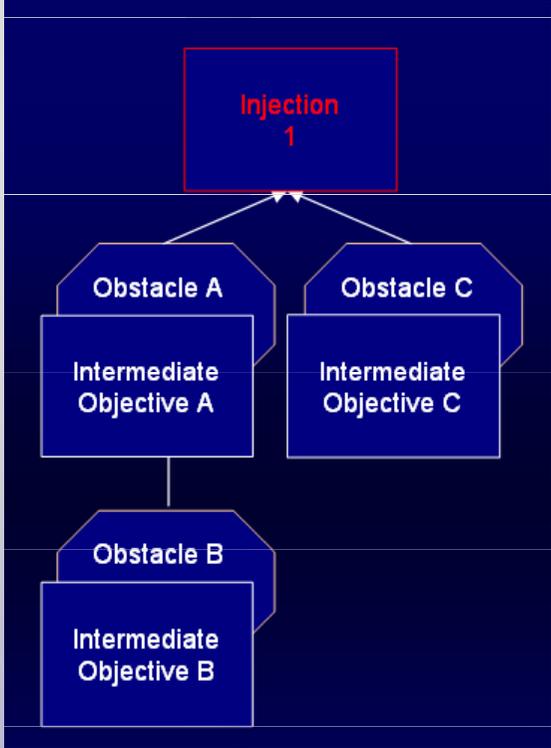
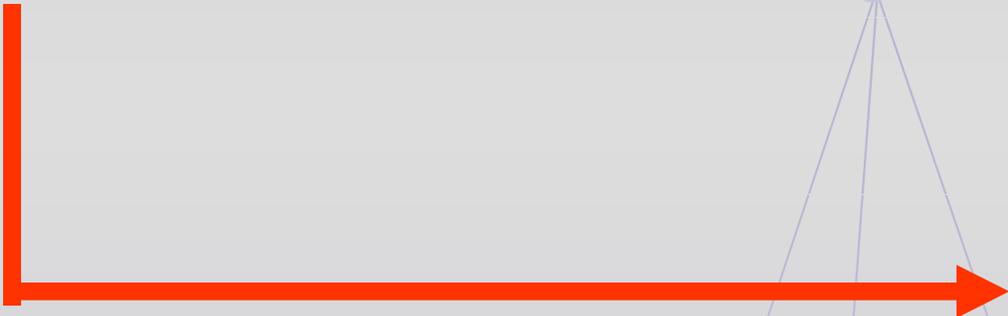
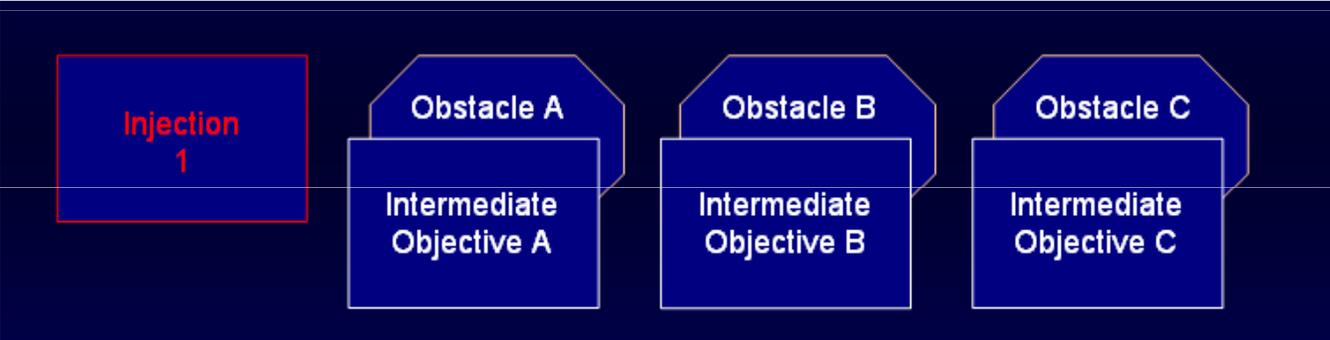
We cannot implement it, because

(Prerequisite Tree):

- The pre-requisite tree ought to be considered **the most important tree** in the **Thinking Process** suite.
- It is the tree that allows us to overcome the **obstacles** that stop us from implementing our plan.
- It is also the tree that in fact becomes the **implementation plan** (*it is very, very close to project management practice !!!!*)
- And it is the tree to which timelines, responsibilities, and accountabilities can be assigned to.
- The pre-requisite tree occupies the position of “plan” amongst the Thinking Process tools.

Prerequisite tree - construction

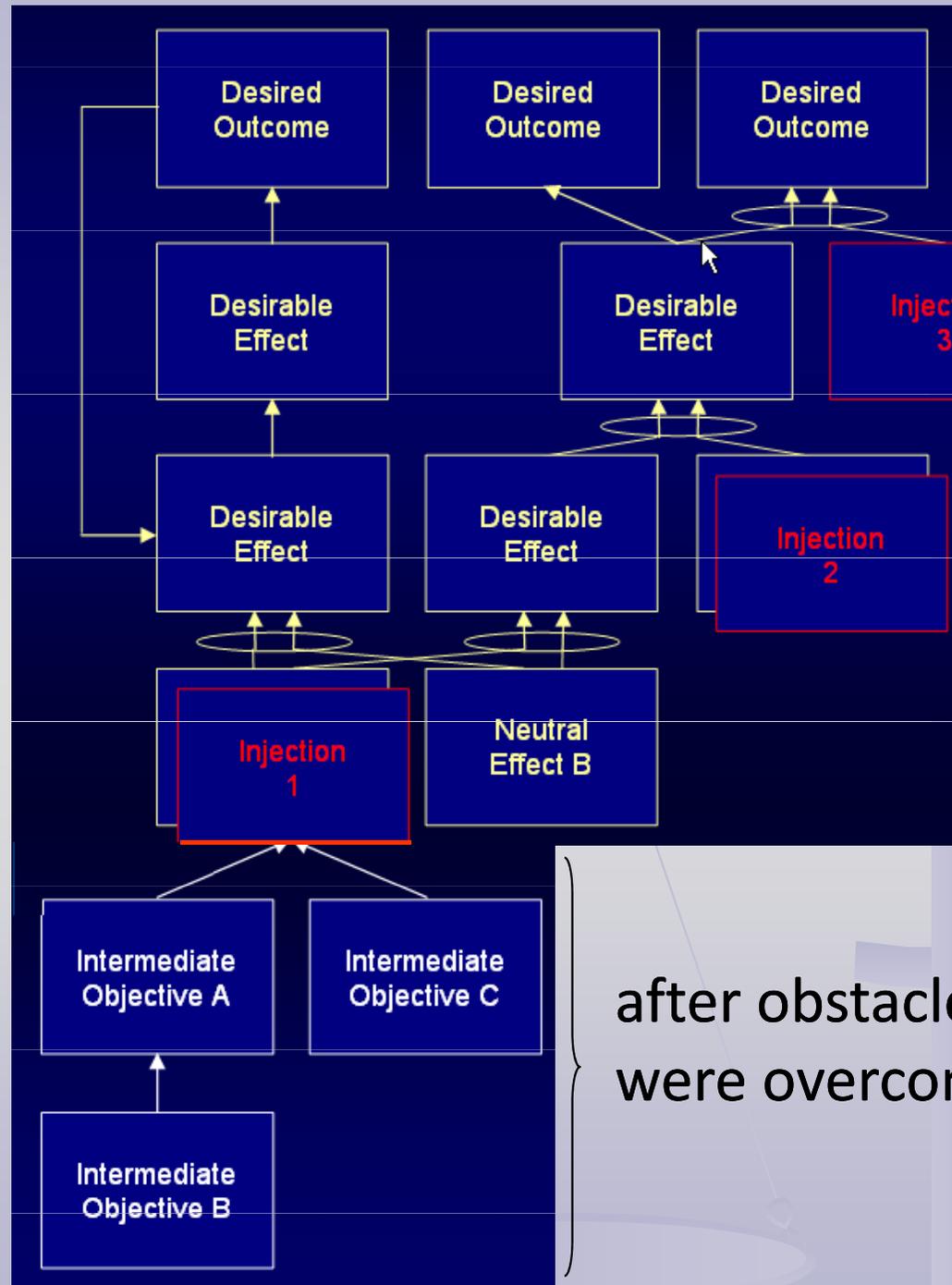
So our first step will look like this



Objectives	Obstacles	Actions
Better reports	Not SW tool	Buy it
Improve liquidity	High Safety Stock	Optimization of ROP
Smart organization	Not Workflow Tool	Buy it or modify ERP

ROP=Reorder Point –see logistics theory

HOME study ONLY !!!!



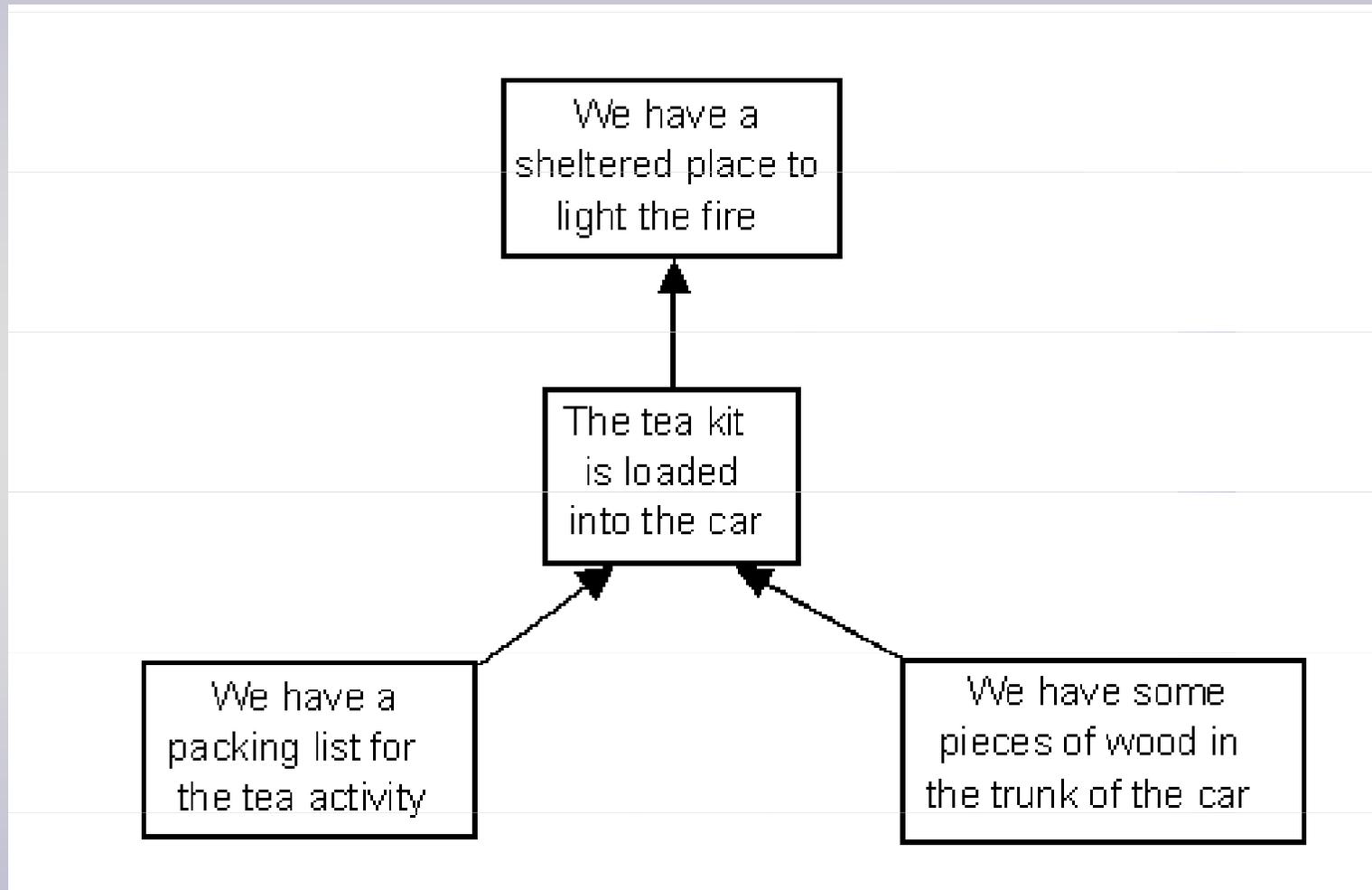
Prerequisite tree - example

- **Tea Mission** (we want to have a nice cup of tea in the wilderness)
- **Obs-1** : We do not have material to burn
- **Obs-2** : Collection of such material is not allowed in the wilderness.
- **Obs-3** : There could be a strong wind
- **Obs-4** : We do not have matches
- **Obs-5** : We do not have cups
- **Obs-6** : We don't have a container to boil the water
- **IO-1** : We have some pieces of wood in the trunk of the car.
- **IO-3** : We have a sheltered place to light the fire
- **IO-4.1** : We have a packing list for the tea activity
- **IO-4.2** : The tea kit is loaded into the car

IO= intermediate (partial) objective

Obs= obstacle

Prerequisite tree - example



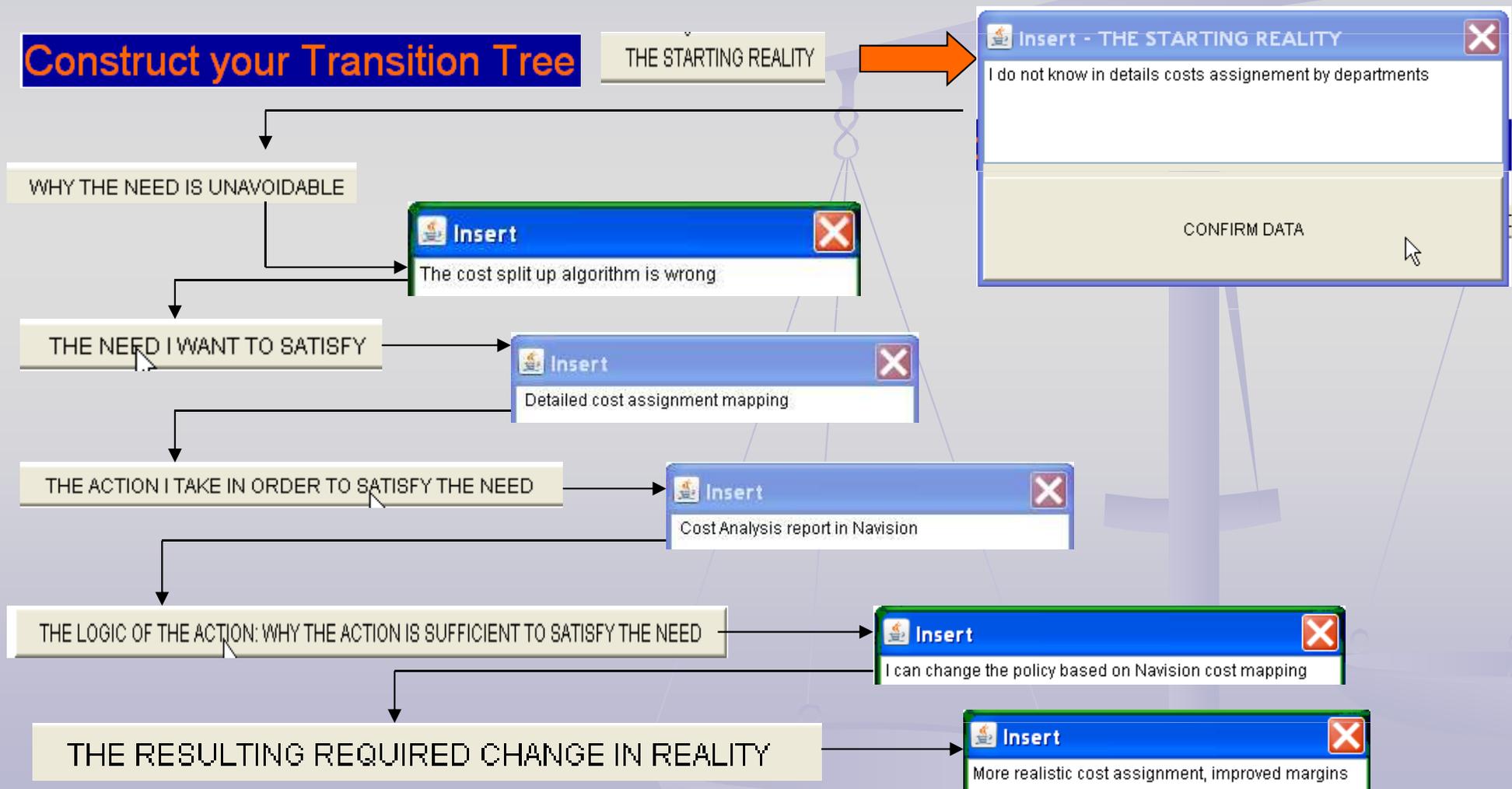
We cannot implement it, because

(Transition Tree):

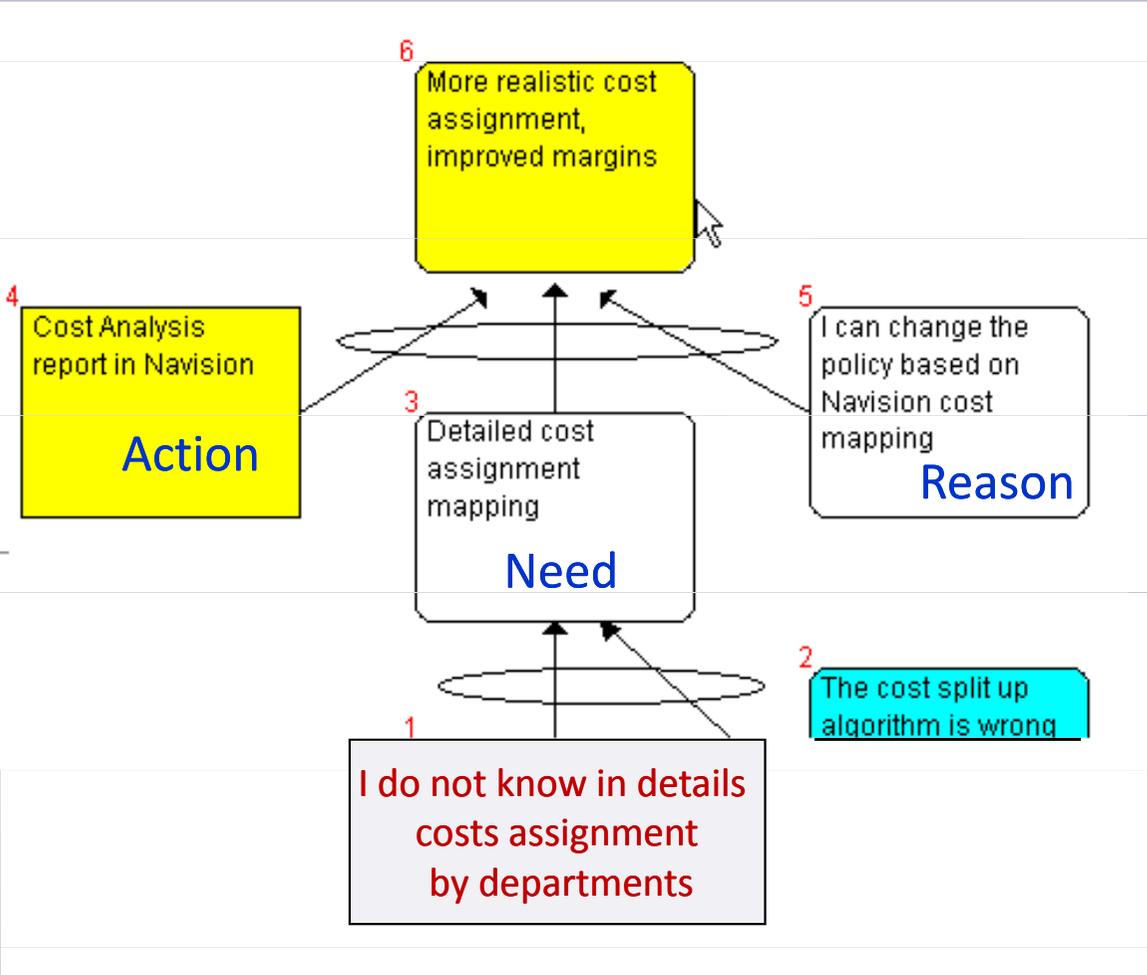
- detailed schedule of change implementation process
- what actions have to be taken in order to reach intermediate objectives using sufficiency logic (IF-THEN-ELSE)

We cannot implement it, because.....HOME study ONLY !!!!

(Transition Tree) <http://www.thedecalogue.com/Tools/trt/TREE.html>:

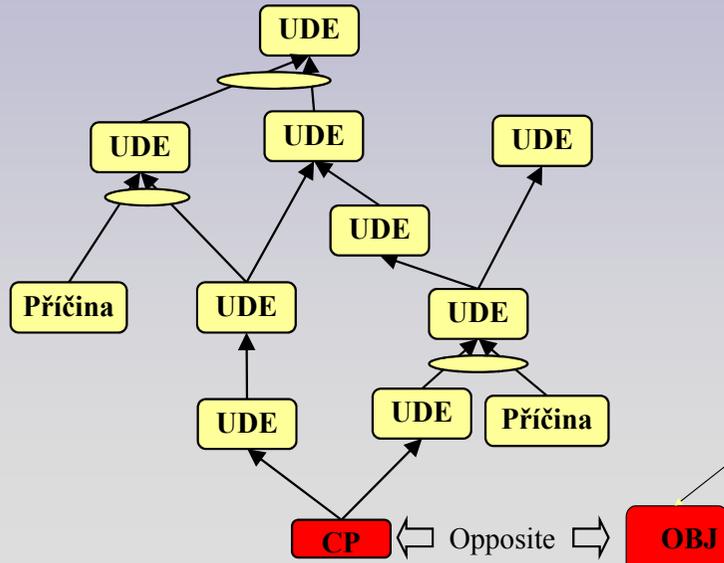


We cannot implement it, because.....

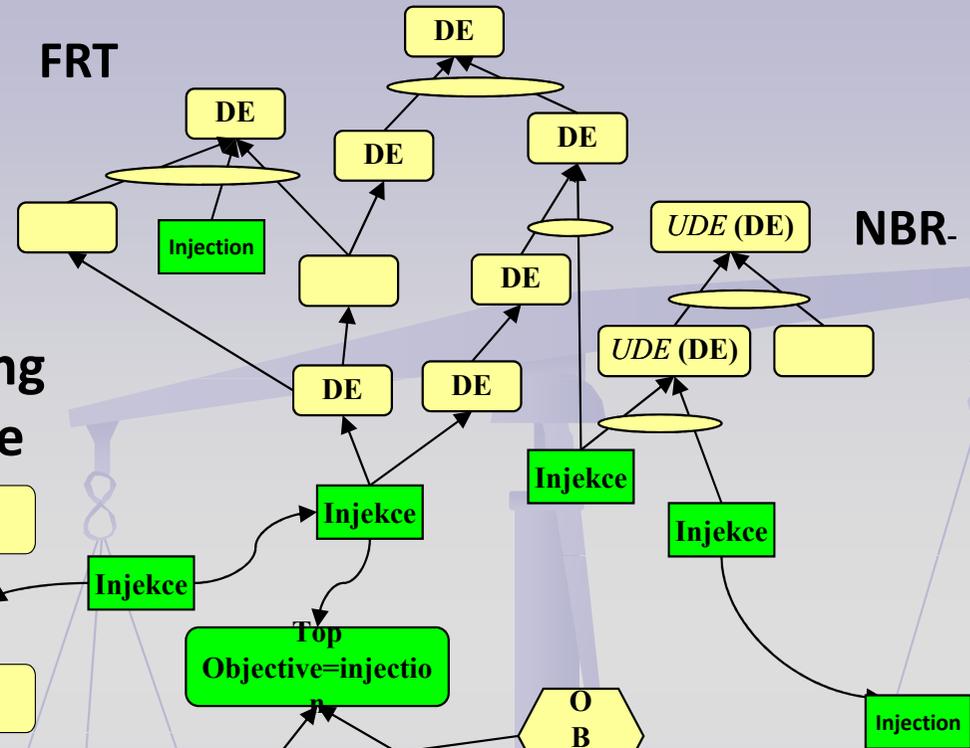


Thinking Process Tools Relationships

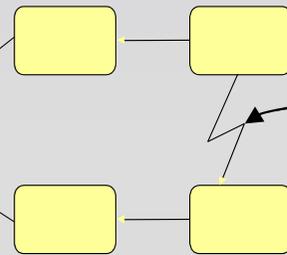
CRT



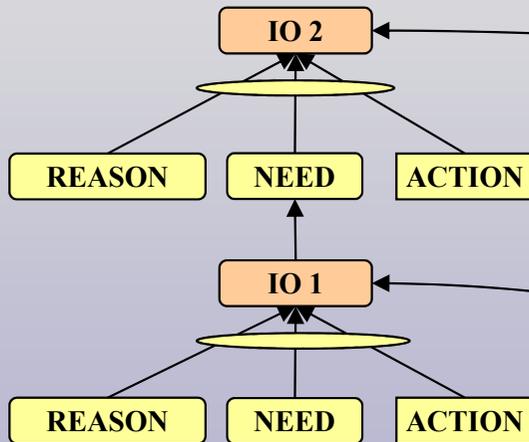
FRT



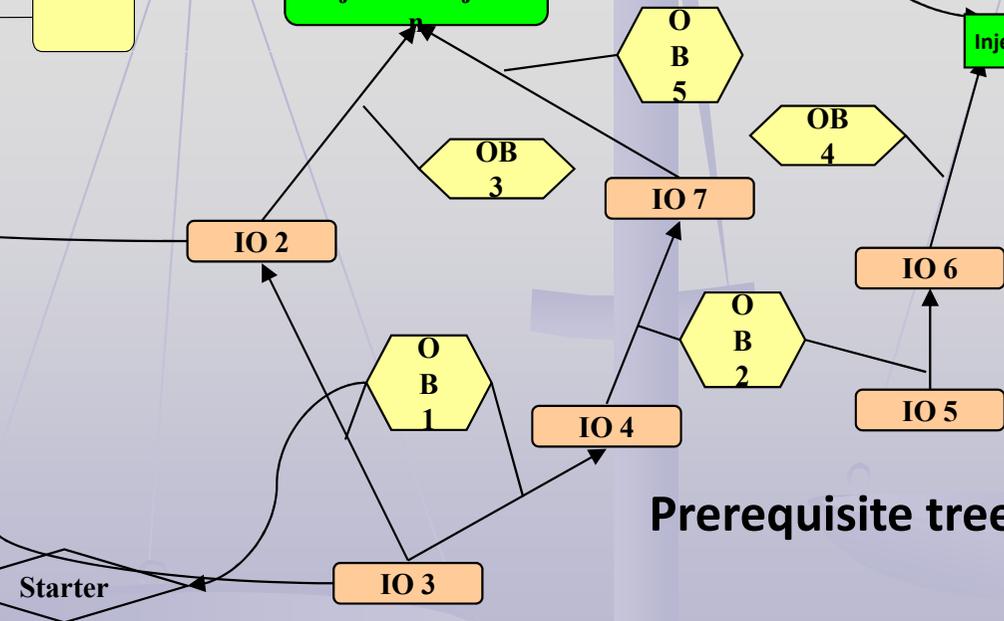
Evaporating cloud tree



TT



Prerequisite tree



Additional metrics of TOC (appendix 1)

- **Inventory dollar days (IDD)**
- A measure of the effectiveness of a supply chain – i.e., did it do things that it shouldn't have done and as a result is the supply chain holding inventory of products the customer doesn't want? IDD accounts for two things: 1. the time from when a unit is placed in stock until it is actually needed by a customer; and, 2. the monetary value of the inventory being held. IDD is calculated by multiplying the monetary value of each inventory unit on hand by the number of days since that inventory entered the responsibility of that link. The system should strive for the minimum IDD necessary to reliability maintain zero throughput dollar days.
- NOTE: The resulting unit of measure is "dollar-days". It is neither monetary nor time based. Attempts to compare dollar-days to other monetary measures are invalid. IDD's can be compared only to other IDD levels.

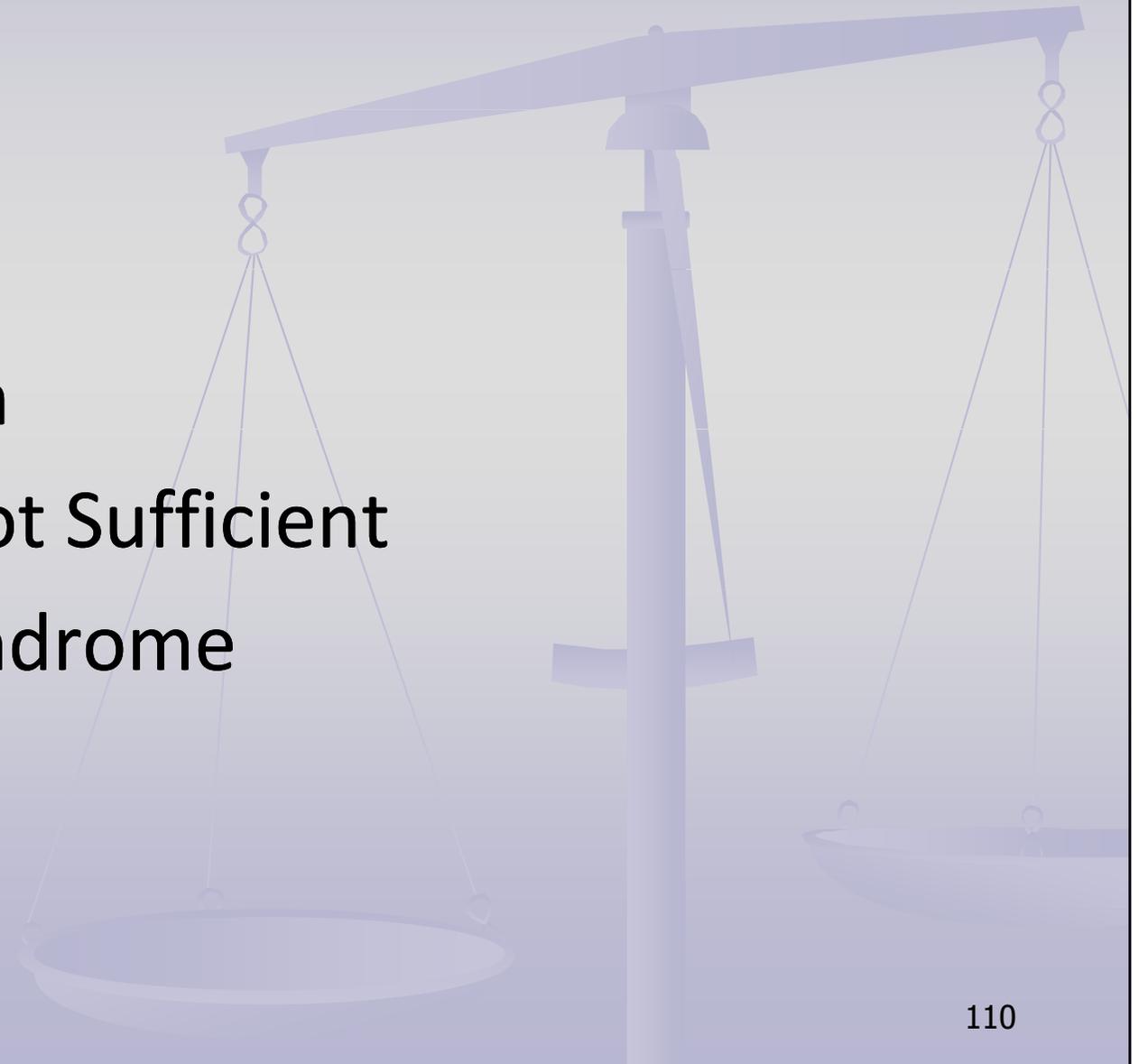
Additional metrics of TOC (appendix 2)

- **Throughput dollar days (TDD)**
- A measure of the reliability of a supply chain. TDD considers two things: 1. the monetary value of the things a link is committed to deliver but does not; and, 2. the number of days by which the link misses its commitment to deliver. TDD is the summation of the commitments not delivered on time during the chosen time period. The TDD value of individual missed commitments is calculated by multiplying the dollar value of the end product times the number of days the commitment is/was overdue. The system should strive for zero throughput dollar-days.
- NOTE: The unit of measure "dollar-days" is neither monetary nor time based. Attempts to compare dollar-days to other monetary measures are invalid. TDD levels can be compared only to other TDD levels.

Literature

Goldratt, E., M.:

- The Goal
- The Race
- The Critical Chain
- Necessary But Not Sufficient
- The Haystack Syndrome
- It is Not Luck



Internet

- www.goldratt.cz
- www.goldratt.com
- www.toc-goldratt.com
- www.focusedperformance.com
- www.tocc.com
- www.tocca.com.au
- <http://www.dbrmfg.co.nz/> - **A guide to implement the Theory of constraints**
- www.ciras.iastate.edu/toc/
- <http://www.ciras.iastate.edu/library/toc/measurements.asp>
-