



## An Introduction to the Deming Management Method • 8-Hour 2-Day Workshop

# A New Style of Management: Shifting from “Me” to “We” Thinking & Action



**The W. Edwards Deming Institute®** introduces a new 8-hour immersion program, for leaders at all levels of management. The focus is on the foundations of teamwork and the connecting power and financial potential this provides to all organizations. As Dr. Deming believed, working together is fundamental to solving and preventing problems, while

providing us the ability to “do more with less.”

This interactive workshop aims to reveal blind spots to teamwork and presents new fundamental concepts and strategies from the Deming Management Method. These strategies will shift organizations in a new direction, embedded with the vibrant benefits of a collaborative environment. You will experience a powerful new framework, one enabling leadership to better manage their resources, time, money, knowledge, equipment, and people.

### Audience

Senior leaders, board members, managers and staff, as well as customers and suppliers. We encourage teams to attend so they can participate in collaborative learning and a common immersion experience.

*“It would be better if everyone would work together as a system, with the aim for everybody to win. What we need is cooperation and transformation to a new style of management.”*

*W. Edwards Deming*

### Workshop Takeaways

Your dramatic new view of your organization leads to an acute awareness of how to understand and manage systems, variation, people (psychology), and knowledge. These are the four critical interdependent elements of Dr. Deming’s Management Method, his System of Profound Knowledge. You will learn how to shift organizational resources from an emphasis on solving problems to preventing problems. Ultimately, the Deming philosophy creates stronger, more prosperous organizations, benefiting owners, leaders, workers, suppliers, customers, and communities.





### Gain Insight & Understanding Into:

- The broad value and applicability of the Deming Management Method
- Increasing customer delight and loyalty
- Better leadership decision making and ROI
- Practices that lead to greater innovation, productivity, and competitiveness

### Discover Opportunities for You & Your Organization to:

- Focus resources on problem prevention rather than fire-fighting
- Demonstrate the value of “analysis of root causes” instead of “root cause” thinking
- Promote discussion about systems thinking and who is part of the system; leading to savings and increased customer value
- Unleash the ability to do more with less resources
- Remove fear, boost motivation and collaboration
- Increase quality and continually improve



### Speaker Information:

#### Workshop Facilitator: **Bill Bellows, Ph.D.**

Deputy Director of  
The Deming Institute



### Introduction:

#### **Kevin Edwards Cahill**

Executive Director &  
President of  
The Deming Institute

### Workshop Schedule (8 hours over 2 days)

#### DAY 1:

Lunch ..... 12:00 noon - 1:00 pm  
Workshop ..... 1:00 pm - 5:00pm

#### DAY 2:

Workshop ..... 9:00 am - 1:00 pm  
Outbrief ..... 1:00 pm - TBD

### What's Included:

Handouts, light snacks, lunch and beverages.

For more information visit [www.deming.org](http://www.deming.org) or email [staff@deming.org](mailto:staff@deming.org)

The W. Edwards Deming Institute® is a 501(c)(3) nonprofit organization.