

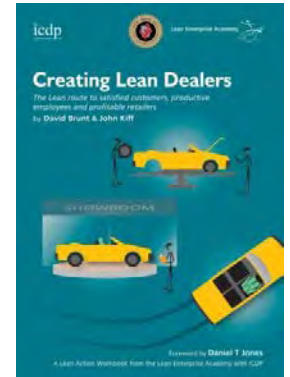
📅 To be confirmed

📍 Lean Enterprise Academy, Ross on Wye, UK or at Your Workplace

Introduction

The use of Lean Thinking in the sales and servicing of vehicles has been gaining momentum over the last few years. We now have examples of dealers in Norway, Brazil, South Africa, Switzerland, the Canary Islands and the U.K. applying Lean Thinking across their businesses drawing upon the research we published in our book "Creating Lean Dealers" in 2007. Whilst these organisations started in the service and repair areas of their businesses each has found that Lean Thinking applies to sales.

The use of lean in sales can be implemented beyond the car industry and the insights gained from the work done so far will be shared in this workshop.



Objectives

- Highlight the business opportunities of applying Lean Thinking in Sales
- Discuss potential implementation using John Shook's Lean Transformation Model

Workshop Benefits

- How lean thinking can be used to solve business problems
- How to see sales as a process - and measure the process
- The role of the sales manager in lean sales
- How sales can help develop a plan for every customer and a plan for every product
- How sales can help smooth the flow of operations

Workshop Outcomes

- Understand the opportunities for applying lean thinking to sales environments
- Learn how the Lean Transformation Model can be used to practically improve performance

Who Should Attend?

- Senior leaders in organizations and sales professionals.

Related Books

- [Creating Lean Dealers](#)

Notes

- **Attendance** - 1 Day Course
- **Class size** - Maximum 12 people per day
- **Timings** - Each day will run from 09:00 - 17:00

Lean Enterprise Academy Limited

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- **Cost** - £395.00 (Consultant Rate £450)* per delegate per day with a 15% discount when 2 or more people from the same organisation attend
- **Materials** - A PDF copy of the materials will be available via the Lean Enterprise Academy website. Participants will also receive a copy of Creating Lean Dealers by David Brunt, and John Kiff
- **Facilities**** - Refreshments and lunches will be provided by LEA

* Please note prices exclude VAT at the standard rate of 20%

** We are situated in a listed building which unfortunately does not have disabled access. On occasions where disabled access is required we will move the workshops to a local hotel in Ross on Wye.

We can also run these workshops in-house at your convenience, if you would like to explore this option please contact us at events@leanuk.org or call +44 (0)1600 890590

Follow up (optional):

LEA provides an ongoing coaching and mentoring service for organisations involved in making Lean transformations. A3s developed by the organisation can be reviewed at 30/60/90 day intervals. This provides the organisation with help and direction in sustaining the learning from the workshop process and helps highlight further learning opportunities that can be pulled, as and when required, by the organisation.

Book online at www.leanuk.org

The lessons learnt during this workshop fit within each of the five elements of the Lean Transformation Framework