



SCHOOL OF EXECUTIVE EDUCATION  
AND LIFELONG LEARNING

# Lean Six Sigma for Business Leaders

Driving Costs Reduction, Productivity Improvement,  
and Revenue Growth through Effective Quality Process Management

Program Starts in March 2023



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# Lean Six Sigma for Business Leaders

Driving Costs Reduction, Productivity Improvement, and Revenue Growth Through Effective Quality Process Management

## OVERVIEW

Many organizations are doing their best to survive safely and economically during a pandemic. The organization depends on its leadership on how to react and to which direction it needs to go. During an economic crisis, cost reduction activities become a knee-jerk reaction. Cash becomes the king again. Tightening of the budget by reducing operational expenses, canceling external engagements, stopping training, and reorganizing the structure to minimize labor costs are everyday actions to free-up cash. These are done in good intention, but when it is poorly planned and executed, it may result in benefits but short-lived and may do more harm than good because of lack of customer focus and decreased service levels.

Lean Six Sigma (LSS) is a strategy that supports the short-term need of the organization to survive safely and to rapidly reduce cost and looking at long-term road to transform into an agile organization for high performance and sustainable growth. Lean Six Sigma is a marriage of two compelling leading-edge methodologies. Lean has been in existence since the post-war era focuses on waste reduction, and Six Sigma started since the late '80s, which focuses on output variation reduction. These two separate methodologies were combined as we enter the 21st century. Many companies subscribed to the LEAN principles and methods. More than 80% of the top 500 Fortune companies in the US are into Lean Six Sigma to drive cost reduction, productivity improvement, and revenue growth through effective quality management.

## PROGRAM OBJECTIVES

- Understand how Lean Six Sigma (LSS) can improve business results in organizations
- How to focus on and prioritize initiatives using LSS
- Understand and apply the LSS way on Cost Reduction
- Develop deployment plans of LSS for sustainable growth

## WHAT YOU WILL LEARN

- Assessment of the impact of the external environment to cost structure, revenue, and profitability
- Understanding the current business model
- Project selection and definition in the context of cost reduction
- Supplier Input Process Output Customer (SIPOC) Analysis
- Understanding the Voice of the Customer and Critical to Quality
- Value Stream Mapping Analysis
- Process WASTE elimination
- Cost of Poor Quality (COPQ)
- Process VARIATION and 5M possible causes
- The DMAIC Concept (Define, Measure, Analyze, Improve, Control)
- Different roles in Lean Six Sigma deployment

## PROGRAM SCHEDULE

March 14, 16, 21, 23, 28, 2023  
8:30 AM to 12:00 PM (GMT+08) on all dates

## PROGRAM FORMAT

Delivered online via live virtual interactive sessions in Zoom

## PROGRAM FEE

PHP 25,990.00 or USD 520.00\*

\* The prevailing exchange rate at the date of payment may apply.

Let us know if you are interested to avail of early bird/group discount or discuss payment terms.

Post-Graduate Stackable Certificate:  
Operations Management, Leadership and Management = 1 Unit

## YOUR PROGRAM FACULTY



Edgar D. Flores  
Adjunct Faculty  
Asian Institute of Management

To find out how you can participate,

contact us at [SEELL@aim.edu](mailto:SEELL@aim.edu) or

visit <https://go.aim.edu/seellinquiries> to load our latest program calendar at <https://go.aim.edu/seellprogramcalendar>



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### KEY BENEFITS

- Broaden leader perspective on implementing cost reduction initiatives
- Strengthen critical thinking and problem-solving skill
- Learn how to put into action a structured approach of problem-solving on an enterprise-level

### WHO SHOULD ATTEND

This program is recommended for owners, CEOs, GMs, Managers, Supervisors, and other leaders of companies who would like to institute cost and operational efficiencies in the company. They can be in charge of managing and mitigating the economic impact of the pandemic crisis or exploring different solutions to solve problems around cost reduction, productivity improvement or driving revenue growth for the company.



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## Your Program Faculty



Edgar D. Flores  
Adjunct Faculty  
Asian Institute of Management

Ed Flores is a project manager, coach, consultant, trainer, leader and mentor of continuous improvement for many years in multi-national companies like in Mitsumi, Essilor, Pfizer and Shell with project experiences across various industries and functions like in manufacturing, BPO, pharmaceutical, finance, sales, marketing, operations, logistics, HR, IT and procurement.

A practicing Master Black Belt, Ed is instrumental in the deployment of continuous improvement program in Essilor-Optodev manufacturing plants, in Pfizer in all its commercial operations offices located in 13 countries of Asia, and in Shell in its finance operations also in Asia region. Apart from being an adjunct professor at AIM, Ed is also a Sr. Consultant of Kaizen Institute and the Founder-Managing Consultant of INNOSIGMA Consulting. He is also an external consultant in Lean Six Sigma at the British Standard Institute.



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## Earning a SEELL Post-Graduate Certificate and Diploma

SEELL offers Post-Graduate Stackable Certificate Courses in various areas of concentration and discipline, which build an individual's qualifications and distinguish their professional value. It enables professionals to develop their proficiency in diverse areas of concentration in a personalized and more manageable manner.

By successfully completing SEELL's programs, credentials can be earned over time, stacked towards earning a Post-Graduate Certificate in an area of their choice, and ultimately, a Post-Graduate Diploma in Management. This leads to more career opportunities, advancement, and potentially high-paying jobs.

### EARNING CREDENTIALS

Successfully completing the program earns participants one (1) unit which can be credited to the following:

- Post-Graduate Certificate in Operations Management
- Post-Graduate Certificate in Leadership & Management

*\*Post-Graduate Certificates require five (5) units earned within two (2) years.*

Participants will also earn one (1) unit which can be credited to the Post-Graduate Diploma in Management.

*\*The Post-Graduate Diploma in Management requires a total of twenty (20) units earned within three (3) years.*

### ELIGIBLE PROGRAMS

For guidance on other eligible programs for Post-Graduate Certificates and designing your learning journey with SEELL, please email us at [SEELL@aim.edu](mailto:SEELL@aim.edu) or visit our website at <https://executiveeducation.aim.edu>



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