

Lean Connection

4QTR, 2007

Whats New?



Target Corporation is partnering with Rucker & Associates to introduce Lean principles to Construction Property Development. "We have found that Lean helps maximize value by minimizing waste - in procedures, schedules, and usage of materials." Marc Steadman, Vice President, Target.



Now you can get formally recognized for your lean skills. Facilitated by SME, AME, and the Shingo Prize, the [Lean Certification](#) program is the first professional credential, independent of curriculum. The intent is to bring alignment and consistency to the assessment of knowledge, skills, and abilities of lean practitioners. Since January 2007, SME has received applications from more than 1,000 candidates. Try your hand at [10 sample questions](#).

Best Practices

Are you using the Hour by Hour Chart?

Hour	Target	Actual	Comments
11-12	48	64	GREAT JOB!
12-1	25	36	TAKE A BREATH
1-2	50	94	
2-3	37	80	
3-4	50	33	NOT GREAT

Simple, but oh-so effective. Teams that post targets and track real time results are more successful. It's basic human nature to want to keep score and strive to win. So keep it simple, keep it visual, and use it positively.

Have you Read?

Lean Consumption *by James Womack and Daniel Jones*

Excellent forward-thinking article challenging us to consider the customer's process of purchasing and using the products or services we offer. Envisions future customer interaction models backed up with current real life examples. Asserts the organizations that deliver exactly what the customer wants, when and where they want it, will be the winners in the future. Order article at [Harvard Business Review](#).

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