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## **Management Consultants to the Precast Industry**

# RESULTS IMPROVEMENT BULLETIN

### *PRECAST BUSINESS RESULTS IMPROVEMENT BULLETIN*

*Precast Business Results Improvement Bulletins are published by MJS Management Services. Additional bulletins that summarize current management challenges and solutions for the precast industry can be found at [www.mjsmanagement.net](http://www.mjsmanagement.net).*

*MJS Management Services is a consulting firm that works exclusively with clients in the precast industry to improve business performance and results. For assistance with this or other management challenges please call 206-388-5209 or contact us by email. Visit our web site for a full description of the services we provide.*

*Please email [info@mjsmanagement.net](mailto:info@mjsmanagement.net) to be added or dropped from the distribution list.*

## **PCI CONVENTION EXECUTIVE TRACK – HIGH PERFORMANCE PRODUCER SERIES PREVIEW**

We are pleased to present the Tuesday executive track program at the PCI Convention – The High Performance Producer. The executive track provides content on the “business” side of the precast industry.

The sessions will cover topics of interest to executives and managers seeking ideas that will lead to higher performance.

### **The High Performance Producer Series**

The high performance producer series addresses key management issues faced by the precast industry. The objective is to provide valued, industry-specific information and ideas leading to better management of a precast enterprise.

Insights into best practices and management innovations will be provided from the perspective of management consultants working with precasters to achieve greater success.

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The topics selected for this year are:

- Best practices in strategy and business planning (execution) – *a guide to create and implement a winning plan.*
- Building a high performance organization – *methods to build the team needed for success.*
- Creating a high performance operation – *right plan, right people now get the results.*

In the future we envision coverage of additional important management topics, some examples:

- Competitor and market analysis best practices
- The “totally lean” producer – a strategy
- Keys to innovation success
- An information technology vision and strategy for precasters
- Use IT to create a competitive advantage
- Improving senior management team performance
- Create a proactive sales program
- “High Performance” role descriptions
- Success in benchmarking
- Effectively define and use key performance measures.

## **Preview of the High Performance Producer Series**

### **Session 1 - Best Practices in Strategy and Business Planning**

Precast industry CEO’s and executives are eager to achieve greater levels of profitability and quicken the pace of change in their organizations. This session will outline best practices in strategy and business planning needed to set and achieve important business goals including target profit levels.

Common strategy challenges and solutions will be discussed. A high performance strategy target will be outlined including a method to benchmark your current strategy. A best practice business plan model with solutions to assist the management team to achieve target results will be described.

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### **Session 2 - Building the High Performance Organization**

*This session will be presented by Concord Consulting Corp one of our associate firms.*

Corporate leaders constantly strive to improve their organization's performance and much of their effort is focussed on the "performance of people".

The most important contributor to an individual becoming a "high performer" – in any position from production to management – is their ability to *naturally demonstrate* the necessary behaviours for their role. Concord Consulting has integrated behavioural research with pre-cast/pre-stressed industry consulting to identify the combination of characteristics that enable high performance in: production, engineering, sales, and management roles. These insights will be presented & reviewed with the opportunity to discuss how these findings can markedly contribute to your recruitment, promotion, career development, and succession planning initiatives.

### **Session 3 - High Performance Operations – The Productivity Challenge**

Transitioning to high performance operations is a major challenge. This session will provide tips and techniques to speed progress and outline a management process to link strategy, people and business objectives in order to achieve higher performance and productivity.

Common management roadblocks to operations improvement will be summarized along with suggested solutions. The session will also provide simple but effective methods for measuring progress. The successful transition to a lean (highly productive) enterprise will be used as an example to illustrate key points.