



Manufacturing Reality™

Ca\$h Flow

MANUFACTURING REALITY™: CASH FLOW is a business simulation designed to help manufacturing companies ...

- Understand how cash moves through the company.
- Experience the financial impact of operational efficiency.
- Understand the cause and effect relationship between company departments.
- Recognize the effect of excessive costs on plant profitability.
- Understand the impact of lean manufacturing.
- Understand key financial metrics of the company
- Provide a holistic visualization of the business
- Get everyone thinking like an “owner.”

After MANUFACTURING REALITY™ : CASH FLOW....

Participants come away with an understanding of the complexities of business as well as how the decisions they make on a daily basis impact the overall results of their company.



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MANUFACTURING REALITY: CASH FLOW helps you understand.....

- **The importance of cash flow in a business**
- **The importance of efficiency and flexibility in manufacturing**
- **The financial impact of overtime**
- **The impact of lean processes on profitability.**

How Does It Work?

Participants in teams of 3-4 experience 3 years of business as the management team of a simulated company. Teams are responsible for managing their company's cash flow, making decisions and executing plans to improve plant efficiency to meet future demand while at the same time, continuing to manage their existing plant operations, deal with plant "issues" that arise and meet current production demand.

Who Is It For?

Manufacturing Reality™:Cash Flow is ideal for developing the business acumen of...

- Line staff
- Supervisors
- Management teams

Manufacturing Reality™:Cash Flow can be customized to reflect real-life plant issues for your company. Additionally, Manufacturing Reality™:Cash Flow is flexible enough to integrate your own financial metrics. Internal facilitators can be certified to run this program.

Other applications include:

- Leadership development
- Sales development
- Team Building
- Operations to Finance connection

Quick Facts:

Methodology:

Board-based facilitated simulation.

Simulation Size:

Ideal simulation size is 12-24 people.

Time:

3 years simulated over 1 day.

Facilitation:

Certified facilitators run the simulation.

Performance Measures:

- Manufacturing efficiency investments
- Profit and Loss
- Return on Assets
- Cash Flow Analysis
- Gross profit
- Operating Profit

Competencies Impacted

- Decisive Judgment
- Championing Change
- Business Acumen
- Innovation
- Planning & Organizing
- Driving for Results
- Continuous Improvement
- Teamwork & Collaboration
- Influencing & Persuading
- Interpersonal Communication
- Utilizing Resources