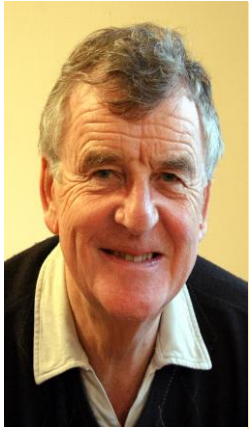


# WINNING THROUGH VISION



## Winning through Vision

**A culture revolution!**

**You can also contact me after the event if you plan to implement this. I hope that you do.**

# WINNING THROUGH VISION



**You are enjoying a  
lovely view**



# WINNING THROUGH VISION

**Your dream has been  
shattered by a  
thought!**



# WINNING THROUGH VISION





# WINNING THROUGH VISION



# WINNING THROUGH VISION

**Maybe you are lucky!**

# WINNING THROUGH VISION

**Oh good – it is work  
again today!**



# WINNING THROUGH VISION

**It should be like that  
for everyone**



# WINNING THROUGH VISION

**All of the time!**

# WINNING THROUGH VISION

**Why? Because we  
spend about 1/3 of our  
lives at work**

# WINNING THROUGH VISION

**What we do gives us  
our self esteem**

# WINNING THROUGH VISION

**It is how we win the  
esteem of others**



# WINNING THROUGH VISION

## What do you do?

**Is the question we want to ask everyone,  
so we know if we have to look**

**Up?**

**Or**

**Down?**

# WINNING THROUGH VISION



# WINNING THROUGH VISION

**George Orwell in his  
book *Animal Farm*  
said:**

# WINNING THROUGH VISION

**All men are equal –  
except that some are  
more equal than  
others!**



# WINNING THROUGH VISION

**No! they are not!**

# WINNING THROUGH VISION

**We are all mutually  
dependant or should  
be.**

# WINNING THROUGH VISION

## **Professor Ishikawa got it right.**

**He said: “Our approach to quality is based on the idea  
that -  
each person is the expert in his or her own job.**

**We must use the collective thinking  
power of all of our people to make  
our organisation the best in its  
business”**

# WINNING THROUGH VISION

**To bring out man's infinite capabilities!**

**It can be called**

**'Corporate IQ'!**



# WINNING THROUGH VISION

## Question!

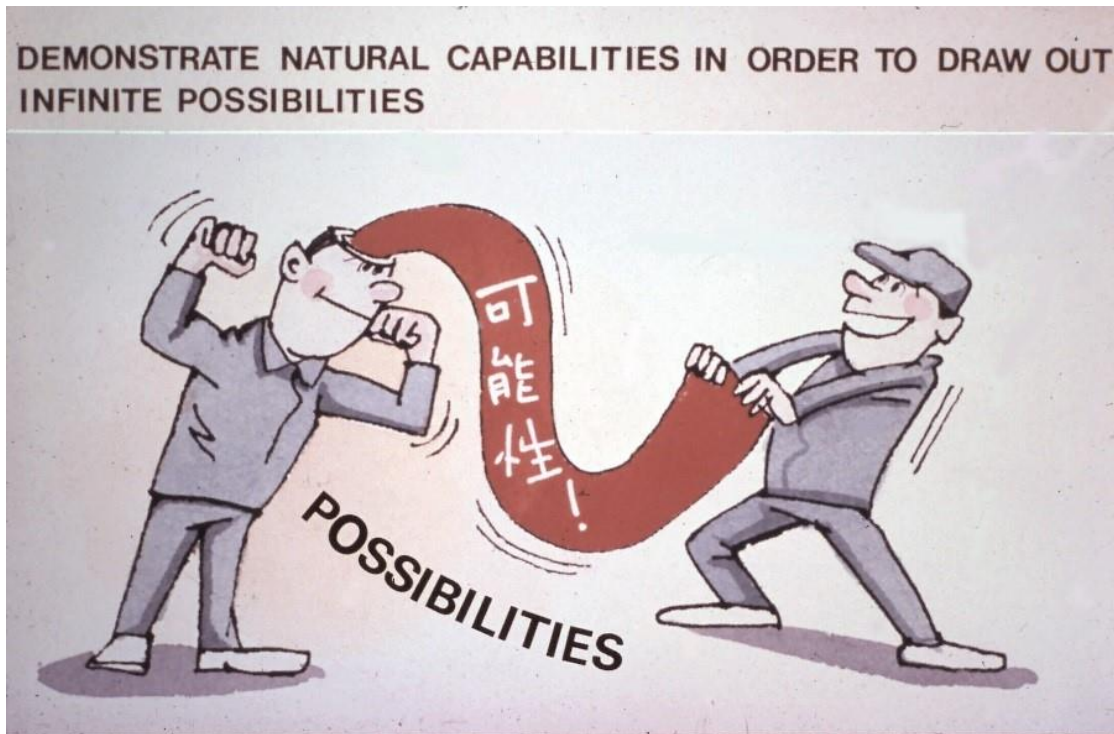
**Does your management make use of your total thinking power?**

**Do you say 'Oh good it is work tomorrow?  
If not, why not?**

# WINNING THROUGH VISION

## Question!

**Does your management bring out or help you develop your infinite capabilities?**



# WINNING THROUGH VISION

**Another Question!**

**You as a manager or  
Trainer/consultant**

**Do you make use of your  
subordinates total thinking power?**

**Do you encourage those you educate  
and train to think like that?**

# WINNING THROUGH VISION

**Another Question!**

**You as a manager/consultant**

**Do your subordinates or clients say**

**Oh good it is work again tomorrow?**

**If not, why not?**



# WINNING THROUGH VISION

## **Another Question! You as a manager**

**How would you feel if you knew that you were treating them to a life of slavery?**

# WINNING THROUGH VISION

**Did you know that on average 66% of the populations of large cities are classed as being unskilled?**

# WINNING THROUGH VISION

**What a terrible waste of resource!**

**Imagine a society where every one of those people were involved, developed, recognised and listened to.**

**Think of the untapped power that is just sitting there going to waste!**

# WINNING THROUGH VISION

**For me, this is what Quality is all about.**

**Not!**

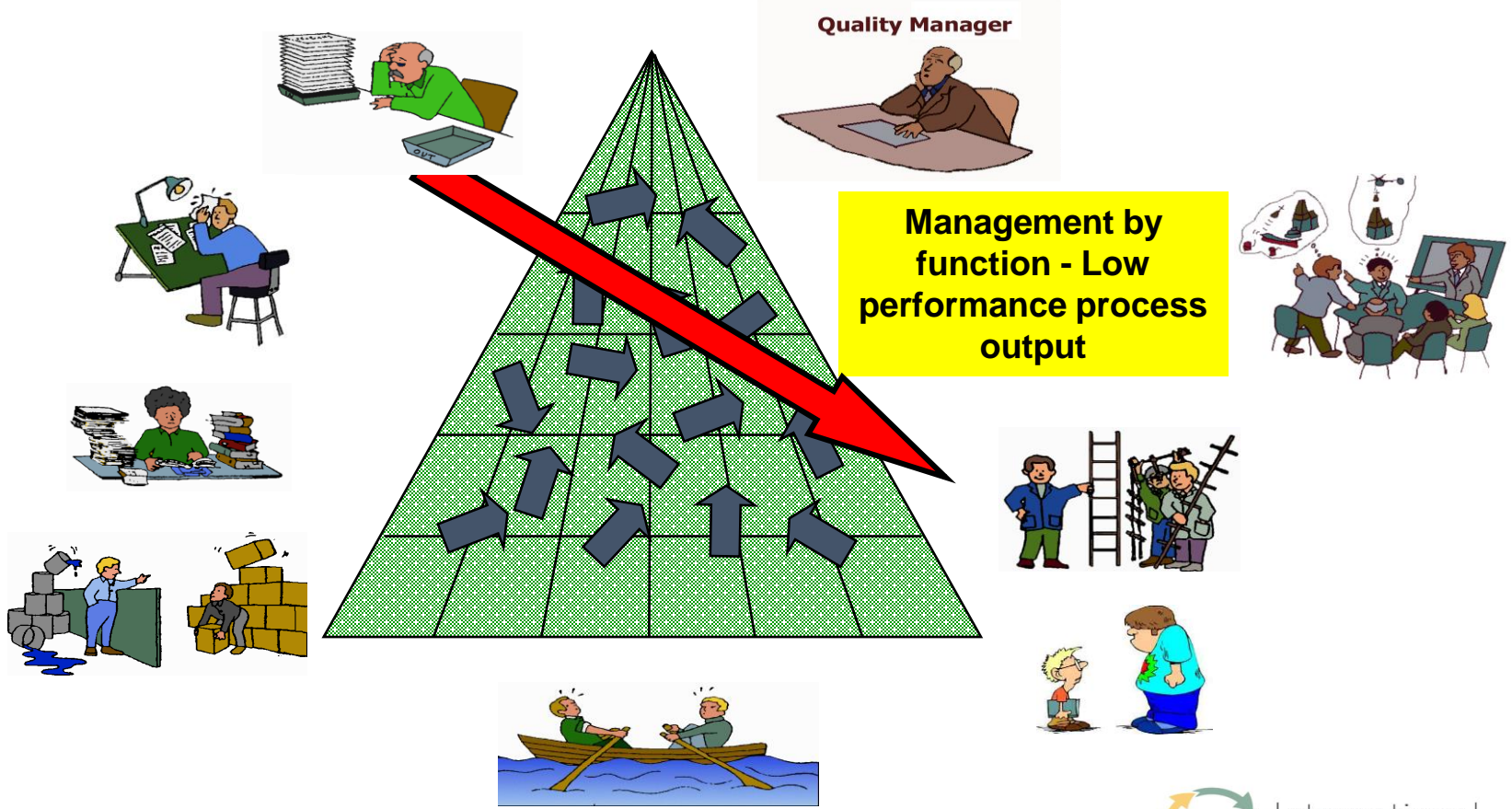
**Conformance, regulations, auditing,  
blame – whose fault was it!**

**Quality is**

**The sparkle that separates the best from  
the rest.**

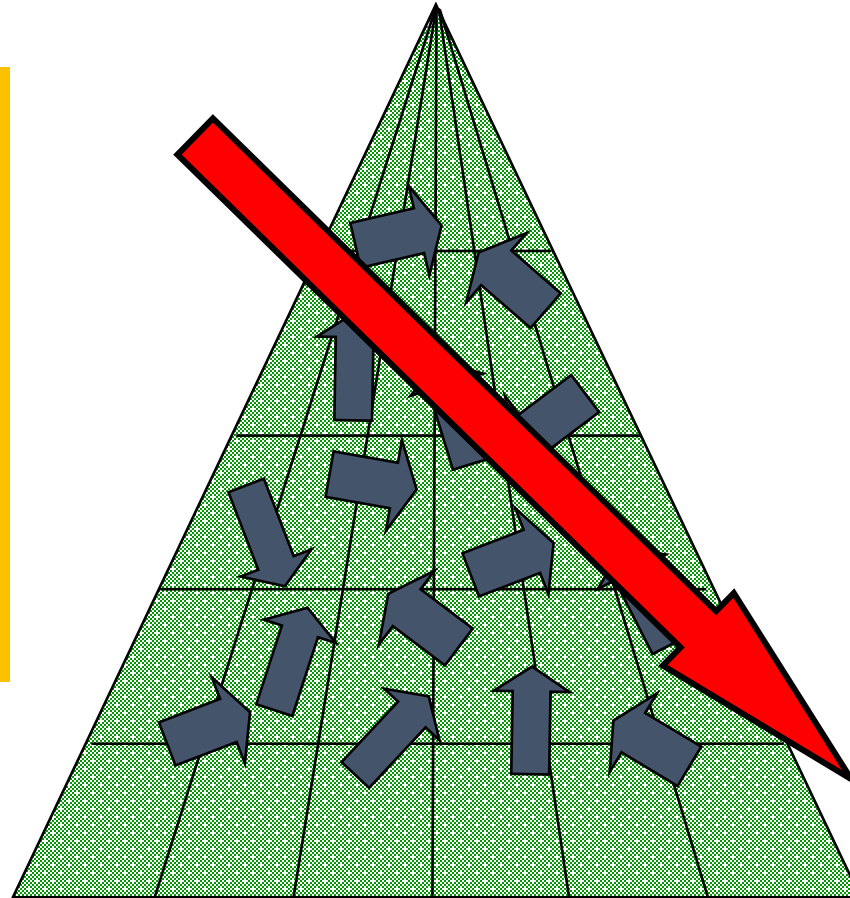
# WINNING THROUGH VISION

Right now. Would you say your **vision** of your current situation was a bit like this?



# The Vision

**How  
would you  
like to go  
from this**

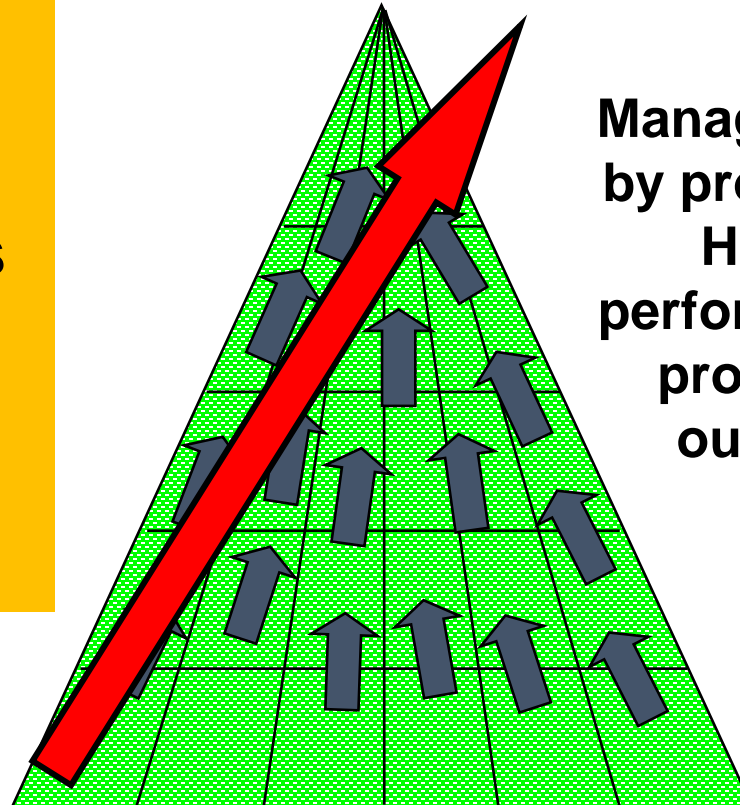


# The Vision

Ultimate goal of  
Winning through Vision

**To this?**

Everyone  
working towards  
making our  
organisation the  
best in its  
business



Management  
by process -  
High  
performance  
process  
output

**When you reach 10 it will be like this!**

# WINNING THROUGH VISION

**I guess we all would but how?**

**It is easy for me to say but how can we  
do it?**

**Have you ever thought about**

**Quality Circles?**



# WINNING THROUGH VISION

**When they originated in Japan,  
Dr Juran said**

**‘The Quality Circles movement in Japan  
is a tremendous one that no one has  
been able to copy.**

**Through this movement Japan will be  
swept to World Leadership in Quality**

# WINNING THROUGH VISION

**Well, it has now been successfully copied in China, India and some 35 countries throughout the Far East.**

**It has no cultural roots; it just represents a better way of treating people.  
If they can do it, we all can do it.**

# WINNING THROUGH VISION

If you do it right what you create will be unique, bespoke and designed in house by YOU, based on YOUR logic and eventually, the logic of your collective Management Team

**This is the Winning through Vision way  
Not the Toyota Way or anyone else's  
way**

**It will be YOUR way**

**it will be 'the way you do things around here'.**

# Business Management Systems

Do not attempt to copy anyone else  
There is the old Yukon expression

**‘Only the Lead Dog gets a change of view!’**



# WINNING THROUGH VISION

The end  
Thank you for listening.

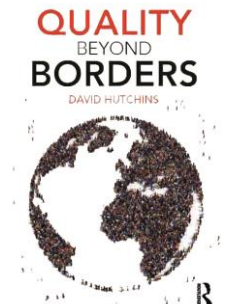
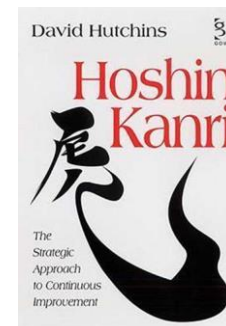
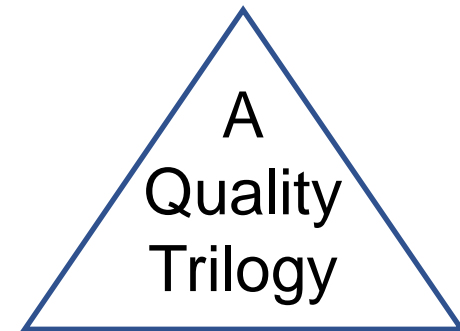
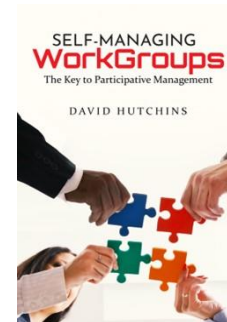
To learn how  
please read my award-winning Trilogy

**NEW!** To complete the trilogy  
**Self Managing Work Groups**  
-a practical way to achieve Workplace  
Participation – we have copies here.

Plus

**Quality Beyond Borders,**  
Dantotsu or How to achieve Best in Class

**Hoshin Kanri –**  
the Strategic Approach to Continuous Improvement



# WINNING THROUGH VISION

## Special Conference offer

**Anyone who purchases this book at this conference will receive a signed copy. We have a few here. When they are gone, the price will include postage from the UK.**

