

How Harley-Davidson
Drove Top-Line Growth
and Profitability with
Revolutionary Lean
Product Development

Market Share Higher Revenues More Innovation

DANTAR P. OOSTERWAL

Norbert Majerus

The Lean Machine Dantar P. Oosterwal,2010-01-13 In this insider guide former Harley Davidson executive Dantar Oosterwal offers an exclusive look at how Harley Davidson was able to adapt in an ever changing world to stay on top and stay in existence From near extinction in the early eighties Harley Davidson rose to worldwide recognition and is still today one of the great iconic American motorcycle brands In this insider guide former Harley Davidson executive Dantar Oosterwal offers an exclusive look at how Harley Davidson was able to adapt in an ever changing world to stay on top and stay in existence In The Lean Machine you will learn about their secret weapon and go to formula for outstanding success as well as the day to day transformation at Harley Davidson their adapted Knowledge Based Product Development identifies universal change and improvement issues so that any company can incorporate this Rooted in Japanese productivity improvement techniques the Knowledge Based Product Development method helped Harley realize an unprecedented fourfold increase in throughput in half the time powering annual growth of more than ten percent The Lean Machine is part business journal part analysis and part step by step toolkit that will help companies in all industries achieve predictably excellent results

Lean-Driven Innovation Norbert Majerus, 2017-07-27 In 2005 Goodyear's research and development RandD engine was not performing up to its full potential The RandD organization developed high quality tires but the projects were not always successful Goodyear embarked on a major initiative to transform its innovation creation processes by learning understanding and applying lean product develo

The Routledge Companion to Lean Management Torbjorn H. Netland, Daryl J.

Powell, 2016-12-08 Interest in the phenomenon known as lean has grown significantly in recent years This is the first volume to provide an academically rigorous overview of the field of lean management introducing the reader to the application of lean in diverse application areas from the production floor to sales and marketing from the automobile industry to academic institutions. The volume collects contributions from well known lean experts and up and coming scholars from around the world. The chapters provide a detailed description of lean management across the manufacturing enterprise supply chain accounting production sales IT etc and offer important perspectives for applying lean across different industries construction healthcare logistics. The contributors address challenges and opportunities for future development in each of the lean application areas concluding most chapters with a short case study to illustrate current best practice. The book is divided into three parts. The Lean Enterprise Lean across Industries A Lean World This handbook is an excellent resource for business and management students as well as any academics scholars practitioners and consultants interested in the lean world.

<u>Success is Assured</u> Penny W. Cloft, Michael N. Kennedy, Brian M. Kennedy, 2018-09-03 Success is Assured was born from a pair using those design practices over a century ago The Wright Brothers They set about methodically learning the causal relationships between the different design decisions they needed to make and the performance of the airplane The Wright

Brothers fundamentally transformed the front end of development into a sharply focused learning and decision making process and thereby eliminated the late process rework in which their competition was stuck Similarly Toyota built an amazing manual product development system that consistently created a cadence of high quality products that customers want Myriads of Lean principles jargon and tools have been introduced and applied with minimal impact on design loopbacks engineering productivity and knowledge reuse within small to midsize engineering companies and almost no penetration within highly complex engineering companies This book teaches methodologies to relentlessly expose knowledge gaps and trade offs early and optimize results before detailed design begins thereby avoiding the expensive firefighting and engineering rework that consume most of our engineering capacity today This book teaches new thinking and methodologies to convert the chaotic front end of product development into a convergent process of set based learning and continuous innovation a game changer for companies that depend upon a steady flow of innovative products Watch this video and understand how to consistently satisfy your customers on time and on budget Visit www SuccessIsAssured com

Advances in Production Management Systems. Competitive Manufacturing for Innovative Products and Services Christos Emmanouilidis, Marco Taisch, Dimitris Kiritsis, 2013-08-13 The two volumes IFIP AICT 397 and 398 constitute the thoroughly refereed post conference proceedings of the International IFIP WG 5 7 Conference on Advances in Production Management Systems APMS 2012 held in Rhodes Greece in September 2012 The 182 revised full papers were carefully reviewed and selected for inclusion in the two volumes They are organized in 6 parts sustainability design manufacturing and production management human factors learning and innovation ICT and emerging technologies in production management product and asset lifecycle management and services supply chains and operations **Product Innovation Management** Stefano Biazzo, Roberto Filippini, 2021-07-02 This book offers new insights into the complex set of activities and decisions of product innovation management It provides concepts methods and tools that can help accelerate the introduction of successful products to the market in an increasingly competitive and changing business landscape It also offers examples and case studies and it is the result of more than 20 years of study research and consulting carried out by the two authors in the field of innovation management The book discusses the demanding challenges of product innovation and offers practitioners guidance on how to respond to these challenges It presents a three level framework the innovation pyramid which reflects the core components of a firm s innovation capability first intelligence absorbing information and knowledge from the outside world by looking beyond the familiar territories of the current market technology and customers second discovery exploring opportunities for innovation through creative ideation and technology experimentation and third development transforming opportunities into profitable new products and services Visible Knowledge for Flawless Design Allen C. Ward, Dantar P. Oosterwal, Durward K. Sobek II, 2018-04-17 Visible knowledge is a tool nearly lost in the West but it has been used to great effect by Toyota in its 50 year march from noncompetitiveness to its current status as the second

largest automobile company in the world It is key for the 50% growth in market share Toyota plans for this decade despite worldwide overcapacity in the auto business This book presents the reader with a systematic approach to create capture and display knowledge in a way that allows development teams to optimize the design of their products and production processes Visible knowledge not only applies to knowledge management but provides a means of collaboration to facilitate better decision making in the development process This book has evolved out of a manuscript that Allen Ward the foremost U S expert on lean product development was writing at the time of his untimely death It is not intended to be a treatise of Lean product development methods Quite the opposite it is focused on one small piece visible knowledge It is however one technique that Dantar Oosterwal and Durward Sobek have found to be very effective at Harley Davidson and other places and a tool that can make a difference whether used by itself or as a starting point for a larger journey into Lean product development In completing this work Oosterwal and Sobek kept the aim true to Allen's original intent The preface and first three chapters are essentially Allen's original intellectual contribution. They have made editorial changes to improve readability and clarity of explanation Throughout they have attempted to preserve Allen's voice in the writing even keeping the narrative in first person as it was originally written. They have also added a fourth chapter that highlights some practical ways to apply the ideas presented in earlier chapters illustrated with case examples from their experience Management for Automotive Engineers Jon M Quigley, Roopa Shenoy, 2016-09-01 Project Management for Automotive Engineers A Field Guide was developed to help automotive engineers be better project managers as automotive projects involve suppliers dispersed across the globe and can often span multiple years Project scope change is common and so too are the budget constraints and tight deadlines This book is an excellent guide on how to manage continuous change As project management in this particular industry is intrinsically linked to product development the chapters focus on the project management aspects that are significant during the various stages of a product development cycle including business case evaluation process development cycle test phases production ramp up at the plant and at the Tier 1 supplier level and how to work within a matrix structured organization. The principles of value projects and how to revive failing projects are discussed Together with demonstrating metrics and the techniques to ensure the project remains on schedule and on budget it is a must have for professionals getting started on this activity The authors Jon M Quigley and Roopa Jha Shenoy are certified project managers and have 33 years of combined experience of doing so particularly in the automotive industry

SAFe 4.5 Reference Guide Dean Leffingwell,2018-05-04 The Must have Reference Guide for SAFe Professionals There are a lot of methods of scale out there but the Scaled Agile Framework is the one lighting up the world Steve Elliot Founder CEO AgileCraft Since beginning our Lean Agile journey with SAFe Vantiv has focused its strategic efforts and its execution We have improved the predictability of product delivery while maintaining high quality and have become even more responsive to customers resulting in higher customer satisfaction And just as important employee engagement went up over

the past year Dave Kent Enterprise Agile Coach Vantiv Fully updated to include the new innovations in SAFe 4 5 the SAFe 4 5 Reference Guide is ideal for anyone serious about learning and implementing the world's leading framework for enterprise agility Inside you ll find complete coverage of the scaledagileframework com knowledge base the website that thousands of the world's largest brands turn to for building better software and systems SAFe was developed from real world field experience and provides proven success patterns for implementing Lean Agile software and systems development at enterprise scale This book provides comprehensive guidance for work at the enterprise Portfolio Large Solution Program and Team levels including the various roles activities and artifacts that constitute the Framework Education Training Key to Success The practice of SAFe is spreading rapidly throughout the world The majority of Fortune 100 companies have certified SAFe professionals and consultants as do an increasing percentage of the Global 2000 Case study results visit scaledagileframework com case studies typically include 30 75% faster time to market 25 75% increase in productivity 20 50% improvements in quality 10 50% increased employee engagement Successful implementations may vary in context but share a common attribute a workforce well trained and educated in SAFe practices This book along with authorized training and certification will help you understand how to maximize the value of your role within a SAFe organization The result is greater alignment and visibility improved performance throughout the enterprise and ultimately better outcomes for the business The Agilist's Guidebook - a reference for agile transformation CHANDAN LAL PATARY, 2019-01-24 The Agilist's Guidebook A Reference for Organizational Agile Transformation this workbook is for all Agilist who choose to enable organizational agile transformation Competitive pressure and fundamental changes will remain the hallmark of the business environment Thus the need for new and upgraded skills will continue Lifelong learning is not simply an educational concept it is a business necessity This workbook has emphasized pragmatic challenges we come across during agile transformation and how we can fortify ourselves to surmount all these challenges This workbook consists of five distinct areas like Organizational coaching the overall mindset of the team members Leadership capability Building a high performance team Organization development Structure and Culture These five pillars are five elements of the Panch Bhoota Model If these five elements are not purified or malfunctions we become ill As an organization is not a machine it is an organism leaders have to take care of these five elements by learning about them and strengthening these elements so that the organization does not get affected by a foreign threat much like a virus or a bacteria The political economic social technological legal environment can threaten an organizations survival When the organization is stable in these five elements it can cope with any challenge thrown by the external environment This workbook will feature some of the challenges and approaches in handling these areas This workbook will guide the reader to evaluate their present skills and take action wherever improvement is desired The author has highlighted many Mindmaps checklist thought provoking guestions for the readers to reflect on and take action and has emphasized many case studies in this book to make the book practical for the reader The author had shared

many theoretical concepts for the reader to do further research in and enhance learning in those areas This workbook is a compendium means it is a compilation of concise but detailed information about a specific subject in this case Organizational Proceedings of the 4th International Conference on the Industry 4.0 Model for Advanced Manufacturing Laszlo Monostori, Vidosav D. Majstorovic, S. Jack Hu, Dragan Djurdjanovic, 2019-04-30 This book gathers the proceedings of the 4th International Conference on the Industry 4 0 Model for Advanced Manufacturing AMP 2019 held in Belgrade Serbia on 3 6 June 2019 The event marks the latest in a series of high level conferences that bring together experts from academia and industry to exchange knowledge ideas experiences research findings and information in the field of manufacturing The book addresses a wide range of topics including design of smart and intelligent products developments in CAD CAM technologies rapid prototyping and reverse engineering multistage manufacturing processes manufacturing automation in the Industry 4 0 model cloud based products and cyber physical and reconfigurable manufacturing systems By providing updates on key issues and highlighting recent advances in manufacturing engineering and technologies the book supports the transfer of vital knowledge to the next generation of academics and practitioners Further it will appeal to anyone working or conducting research in this rapidly evolving field Build a Successful Business: The Entrepreneurship Collection (10 Items) Joe Knight, Anjali Sastry, Anthony K. Tjan, Raymond Sheen, Jeff Weiss, 2016-09-20 Learn what it takes to build a great business with this digital collection curated by Harvard Business Review it contains everything you need to know about entrepreneurship from leadership traits and a willingness to fail to financial intelligence and tips for building a business case Includes Financial Intelligence for Entrepreneurs Fail Better Heart Smarts Guts and Luck Entrepreneur s Toolkit HBR on Entrepreneurship HBR Guide to Building Your Business Case HBR Guide to Negotiating How I Did It and the Harvard Business Review articles Five Stages of Small Business Growth and Why Entrepreneurs Don t Scale Fail Better Anjali Sastry, Kara Penn, 2014-11-04 If you re aiming to innovate failure along the way is a given But can you fail better Whether you re rolling out a new product from a city view office or rolling up your sleeves to deliver a social service in the field learning why and how to embrace failure can help you do better faster Smart leaders entrepreneurs and change agents design their innovation projects with a key idea in mind ensure that every failure is maximally useful In Fail Better Anjali Sastry and Kara Penn show how to create the conditions culture and habits to systematically ruthlessly and quickly figure out what works in three steps 1 Launch every innovation project with the right groundwork 2 Build and refine ideas and products through iterative action 3 Identify and embed the learning Fail Better teaches you how to design your efforts to test the boundaries of your thinking explore crucial interdependencies and find the factors that can shift results from just acceptable to groundbreaking or even world changing Practical instructions intertwined with compelling real world examples show you how to Make predictions and map system relationships ahead of time so you can better assess results Establish how much failure you can afford Prioritize project activities for disconfirmation and iteration Learn from every action step by collecting

and examining the right data Support efficient productive habits to link action and reflection Distill share and embed the lessons from every success and failure You may be a Fortune 500 manager scrappy start up innovator social impact visionary or simply leading your own small project If you aim to break through without breaking the bank or ruining your reputation this book is for you The Platform Company Jan-Jacob Koomen, 2025-10-01 The Platform Company will help you tackle your organization s key strategic challenges with out of the box concepts based on solid principles from game theory and ecology Building blocks are introduced in an easy to read story of an executive on safari and translated into practical steps and methods The book addresses the key challenges confronting any organization such as branding sales channels innovation supply chain strategy formation leadership and purpose The nature of business is changing and organizations experience the need to change accordingly In this book Jan Jacob Koomen takes the reader on a fascinating journey revealing how firms can successfully adapt to and become part of the new market reality Using exciting insights from nature as metaphors he discusses why and how firms need to re invent themselves in today s increasingly interconnected world The book provides the reader with insightful and ready to apply ideas concepts and frameworks in a unique storytelling way As such the book empowers and inspires at the same time I highly recommend it to managers of medium sized firms seeking to grow their business and create value for its stakeholders Ruud Frambach Professor of Marketing Vrije Universiteit Amsterdam It is an excellent read for start ups that want to evolve into scale ups and companies wanting to co operate with such scale ups Auke van de Hout Managing Partner Graduate Entrepreneur An interesting book that introduces the concept of the platform company and explains how to be successful in a highly dynamic and unpredictable world Quintin Schevernels Consigliere for start and scale ups Serial Entrepreneur and Former CEO of Funda and Layar The Platform Company provides great insights that can accelerate modern strategy formation in corporations It takes you out of the comfort zone and forces you into a tough evaluation of the competitive position of the organization Eric van Westbroek Director Consumer Online PostNL Managing Director Innovation Studio PostNL A fascinating read that takes marketers and managers on a safari through their own business Over the course of Jack's safari the author is able to simplify seemingly complex business issues using practical concepts and actionable insights Ivan Roth Chief Commercial Officer NetRom and former Global Marketing Director specialized nutrition division Danone SAFe 4.5 Distilled Richard Knaster, Dean Leffingwell, 2018-07-20 SAFe The World's Leading Framework for Enterprise Agility Philips is continuously driving to develop high quality software in a predictable fast and Agile way SAFe addresses this primary goal and offers these further benefits reduced time to market improved quality stronger alignment across geographically distributed multi disciplinary teams and collaboration across teams to deliver meaningful value to customers with reduced cycle time Sundaresan Jagadeesan SW CoE Program Director Philips To succeed in today's adapt or die marketplace businesses must be able to rapidly change the way they create and deliver value to their customers Hundreds of the world s most successful companies including Intel Capital One AstraZeneca Cisco and Philips

have turned to the Scaled Agile Framework SAFe to achieve agility at scale and maintain a competitive edge SAFe 4 5 Distilled Applying the Scaled Agile Framework for Lean Enterprises explains how adopting SAFe can guickly improve time to market and increase productivity quality and employee engagement In this book you will Understand the business case for SAFe its benefits the problems it solves and how to apply it Get an overview of SAFe across all parts of the business team program value stream and portfolio Learn why SAFe works the power of SAFe's Lean Agile mindset values and principles Discover how systems thinking Agile development and Lean product development form the underlying basis for SAFe Learn how to become a Lean Agile leader and effectively drive an enterprise wide transformation Register your book for convenient access to downloads updates and or corrections as they become available See inside book for details Reference Guide Dean Leffingwell, 2016-07-29 The Must have Reference Guide for SAFe Practitioners There are a lot of methods of scale out there but the Scaled Agile Framework is the one lighting up the world Steve Elliot Founder CEO AgileCraft You don't have to be perfect to start SAFe because you learn as you go learning is built in Before SAFe I would not know how to help my teams but now I have many tools to enable the teams My job is really fun and the bottom line is I have never enjoyed my job more Product Manager Fortune 500 Enterprise Captured for the first time in print the SAFe body of knowledge is now available as a handy desktop reference to help you accomplish your mission of building better software and systems Inside you ll find complete coverage of what has until now only been available online at scaledagileframework com The SAFe knowledge base was developed from real world field experience and provides proven success patterns for implementing Lean Agile software and systems development at enterprise scale This book provides comprehensive guidance for work at the enterprise Portfolio Value Stream Program and Team levels including the various roles activities and artifacts that constitute the Framework along with the foundational elements of values mindset principles and practices Education Training Key to Success The practice of SAFe is spreading rapidly throughout the world The majority of Fortune 100 U S companies have certified SAFe practitioners and consultants as do an increasing percentage of the Global 1000 enterprises Case study results visit scaledagileframework com case studies typically include 20 50% increase in productivity 50% increases in quality 30 75% faster time to market Measurable increases in employee engagement and job satisfaction With results like these the demand from enterprises seeking SAFe expertise is accelerating at a dramatic rate Successful implementations may vary in context but share a common attribute a workforce well trained and educated in SAFe practices This book along with authorized training and certification will help you understand how to maximize the value of your role within a SAFe organization The result is greater alignment visibility improved performance throughout the enterprise and ultimately better outcomes for the business The Analytics Lifecycle Toolkit Gregory S. Nelson, 2018-03-07 An evidence based organizational framework for exceptional analytics team results The Analytics Lifecycle Toolkit provides managers with a practical manual for integrating data management and analytic technologies into their organization Author Gregory

Nelson has encountered hundreds of unique perspectives on analytics optimization from across industries over the years successful strategies have proven to share certain practices skillsets expertise and structural traits In this book he details the concepts people and processes that contribute to exemplary results and shares an organizational framework for analytics team functions and roles By merging analytic culture with data and technology strategies this framework creates understanding for analytics leaders and a toolbox for practitioners Focused on team effectiveness and the design thinking surrounding product creation the framework is illustrated by real world case studies to show how effective analytics team leadership works on the ground Tools and templates include best practices for process improvement workforce enablement and leadership support while guidance includes both conceptual discussion of the analytics life cycle and detailed process descriptions Readers will be equipped to Master fundamental concepts and practices of the analytics life cycle Understand the knowledge domains and best practices for each stage Delve into the details of analytical team processes and process optimization Utilize a robust toolkit designed to support analytic team effectiveness The analytics life cycle includes a diverse set of considerations involving the people processes culture data and technology and managers needing stellar analytics performance must understand their unique role in the process of winnowing the big picture down to meaningful action The Analytics Lifecycle Toolkit provides expert perspective and much needed insight to managers while providing practitioners **Improve** George Ellis, 2020-06-13 Improve The Next Generation of with a new set of tools for optimizing results Continuous Improvement for Knowledge Work presents lean thinking for professionals those who Peter Drucker called knowledge workers It translates the brilliant insights from Toyota's factory floor to the desktops of engineers marketers attorneys accountants doctors managers and all those who think for a living The Toyota Production System TPS was born a century ago to an almost unknown car maker who today is credited with starting the third wave of the Industrial Revolution TPS principles better known as lean thinking or continuous improvement are simple increase customer value cut hidden waste experiment to learn and respect others As simple as they are they are difficult to apply to the professions probably because of the misconception that knowledge work is wholly non repetitive But much of our everyday work does repeat and in great volume approvals problem solving project management hiring and prioritization are places where huge waste hides Eliminate waste and you delight customers and clients increase financial performance and grow professional job satisfaction because less waste means more success and more time for expertise and creativity This book is a valuable resource for leaders of professional teams who want to improve productivity quality and engagement in their organizations

ECKM2015-16th European Conference on Knowledge Management Maurizzio Massaro and Andrea Garlatti,2015-09-02 These proceedings represent the work of researchers presenting at the 16th European Conference on Knowledge Management ECKM 2015 We are delighted to be hosting ECKM at the University of Udine Italy on the 3 4 September 2015 The conference will be opened with a keynote from Dr Madelyn Blair from Pelerei Inc USA on the topic The

Role of KM in Building Resilience On the afternoon of the first day Dr Daniela Santarelli from Lundbeck Italy will deliver a second keynote speech The second day will be opened by Dr John Dumay from Macquarie University Sydney Australia ECKM is an established platform for academics concerned with current research and for those from the wider community involved in Knowledge Management to present their findings and ideas to peers from the KM and associated fields ECKM is also a valuable opportunity for face to face interaction with colleagues from similar areas of interests The conference has a well established history of helping attendees advance their understanding of how people organisations regions and even countries generate and exploit knowledge to achieve a competitive advantage and drive their innovations forward. The range of issues and mix of approaches followed will ensure an interesting two days 260 abstracts were initially received for this conference However the academic rigor of ECKM means that after the double blind peer review process there are 102 academic papers 15 PhD research papers 1 Masters research papers and 7 Work in Progress papers published in these Conference Proceedings These papers reflect the continuing interest and diversity in the field of Knowledge Management and they represent truly global research from many different countries including Algeria Austria Bosnia and Herzegovina Brazil Canada Chile Colombia Cuba Cyprus Czech Republic Estonia Finland France France Germany Hungary India Indonesia Iran Ireland Italy Japan Jordan Kenya Lithuania Mexico Nigeria Norway Pakistan Poland Portugal Romania Russia Slovakia Slovenia South Africa Spain Sri Lanka Sultanate of Oman Sweden Switzerland Thailand The Netherlands UK United Arab Emirates USA and Venezuela L'INNOVAZIONE INFINITA Michele Bonfiglioli, Massimo Piva, Umberto Mirani, Mauro Lentoni, Giuseppina Ganci, 2015-05-01 Questo libro e un viaggio nel flusso ininterrotto dell innovazione Nasce con l'intento di offrire a manager e imprenditori un modello denominato Ciclo Infinito dell Innovazione che puo essere interpretato e applicato in aziende di diversi settori e dimensioni I 4 principi Market In Cadence Flow e Knowledge Reuse e i 24 paradigmi lean agile che sorreggono il modello permettono di cambiare radicalmente rispetto ai processi tradizionali il modo di fare innovazione attraverso un approccio distintivo efficace e concreto Le testimonianze di manager e imprenditori possono aiutare i lettori a interpretare e proiettare nella propria azienda l approccio proposto Il libro a cura di Bonfiglioli Consulting e il risultato di un lavoro di squadra tra Michele Bonfiglioli amministratore delegato Umberto Mirani senior partner e gli autori Massimo Piva responsabile Area Innovazione Mauro Lentoni esperto in Innovazione e Giuseppina Ganci consulente

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