

**Chapter 1 : The Goal - A Summary of the Novel by Goldratt and Cox**

*The Goal is a management-oriented novel by Eliyahu M. Goldratt, a business consultant known for his Theory of Constraints, and Jeff Cox, a best selling author and co-author of multiple management-oriented novels.*

Epub, Mobi, Pdf Language: I believe that these two words have been abused to the extent that their original meanings have been lost in a fog of too much respect and mystery. Science for me, and for the vast majority of respectable scientists, is not about the secrets of nature or even about truths. Science is simply the method we use to try and postulate a minimum set of assumptions that can explain, through a straightforward logical derivation, the existence of many phenomena of nature. The Law of Conservation of Energy of physics is not truth. It is just an assumption that is valid in explaining a tremendous amount of natural phenomena. Such an assumption can never be proven since even an infinite number of phenomena that can be explained by it does not prove its universal application. On the other hand, it can be disproved by just a single phenomenon that cannot be explained by the assumption. This disproving does not detract from the validity of the assumption. It just highlights the need or even the existence of another assumption that is more valid. Somehow we have restricted the connotation of science to a very selective, limited assemblage of natural phenomena. We refer to science when we deal with physics, chemistry or biology. We should also realize that there are many more phenomena of nature that do not fall into these categories, for instance those phenomena we see in organizations, particularly those in industrial organizations. If these phenomena are not phenomena of nature, what are they? Do we want to place what we see in organizations to the arena of fiction rather than into reality? This book is an attempt to show that we can postulate a very small number of assumptions and utilize them to explain a very large spectrum of industrial phenomena. Incidentally, common sense is not so common and is the highest praise we give to a chain of logical conclusions. If you do, you basically have taken science from the ivory tower of academia and put it where it belongs, within the reach of every one of us and made it applicable to what we see around us. What I have attempted to show with this book is that no exceptional brain power is needed to construct a new science or to expand on an existing one. I dared to interweave into the book a family life struggle, which I assume is quite familiar to any manager who is to some extent obsessed with his work. This was not done just to make the book more popular, but to highlight the fact that we tend to disqualify many phenomena of nature as irrelevant as far as science is concerned. I have also attempted to show in the book the meaning of education. I sincerely believe that the only way we can learn is through our deductive process. Presenting us with final conclusions is not a way that we learn. At best it is a way that we are trained. Jonah, in spite of his knowledge of the solutions, provoked Alex to derive them by supplying the question marks instead of the exclamation marks. I believe that because of this method, you the reader will deduce the answers well before Alex Rogo succeeds in doing so. If you find the book entertaining maybe you will agree with me that this is the way to educate, this is the way we should attempt to write our textbooks. Our textbooks should not present us with a series of end results but rather a plot that enables the reader to go through the deduction process himself. If I succeed by this book to change somewhat your perception of science and education, this is my true reward.

Chapter 2 : The Goal (Audiobook) by Eliyahu M. Goldratt, Jeff Cox | [calendrierdelascience.com](http://calendrierdelascience.com)

*The Goal: A Process of Ongoing Improvement [Eliyahu M. Goldratt, Jeff Cox] on [calendrierdelascience.com](http://calendrierdelascience.com) \*FREE\* shipping on qualifying offers. \*A Graphic Novel version of this title is now available: "The Goal: A Business Graphic Novel" 30th Anniversary Edition.*

A Process of Ongoing Improvement. The Goal is a very compelling novel. Who ever heard of a novel about a production plant? Well, Eli has made the production managers have quite an epiphany. In one book he might have changed the whole world of cost accounting. Eli approached the production world with a common sense view. Using just one goal, making money, he referenced every activity to it. Eli said, "I view science as nothing more than an understanding of the way the world is and why it is that way. His common sense approach is illustrated beautifully in this novel. He has looked at cost accounting from the outside and has developed a whole new system because of it. Because of its fundamentals, it should be part of the curriculum of every accounting program. This novel has and continues to help the industry to make strides toward continuous improvement.

Chapter One The first chapter gets the reader acquainted with Mr. Alex Rogo and his apparent problems with his production plant. This is shown through a confrontation between Mr. Rogo and his boss Mr. Peach, the Division Vice President. The dispute is over an overdue order Peach will not settle for anything less than the order being shipped today, and since the plant is neither productive nor profitable, Alex has three months to show an improvement or the plant will be shut down! You also experience Mr. By the way, the order does get shipped, but not very efficiently. All hands in the plant are working on one order with forbidden overtime to boot. Peach calls a meeting at headquarters for all plant managers and his staff. At the meeting everybody finds out how bad things are and are given goals to achieve for the next quarter. Through the grapevine Mr. Rogo finds out perhaps why Mr. Chapter Four While at this meeting, Alex thinks back on a recent business trip where he ran into an old physics professor, Jonah, at the airport. Johan predicts the problems of high inventories and not meeting shipping dates. He also states that there is only one goal for all companies, and anything that brings you closer to achieving it is productive and all other things are not productive. Chapter Five Alex decides to leave the meeting at the break. He needs to understand what the "goal" is. After a pizza and a six pack of beer it hits him, money. Rogo sits down with one of his accountants and together they define what is needed in terms of achieving the goal. Net profit needs to increase along with simultaneously increasing return on investment and cash flow. Now all that is needed is to put his specific operations in those terms. Chapter Seven Alex makes the decision to stay with the company for the last three months and try to make a change. Then he decides he needs to find Jonah. Chapter Eight Alex finally speaks to Jonah. He is given three terms that will help him run his plant, throughput, inventory, and operational expense. Jonah states that everything in the plant can be classified under these three terms. This gets Alex thinking of the efficiency of these robots. With the help of the accountant, inventory control woman, and the production manager, Alex discovers the robots increased costs, operational expenses, and therefore were less productive. Implementing the robots increased costs by not reducing others, like direct labor. The labor was shifted to other parts of the plant. Chapter Ten After explaining everything, Alex and his staff Bob from production, Lou from accounting and Stacey from inventory control hammered out the meaning of throughput, inventory and operational expense until satisfied. Lou, states the relationships as follows. Inventory is the money currently inside the system. And operational expense is the money we have to pay out to make throughput happen. Lou explains that tooling, machines, the building, the whole plant are all inventory. The whole plant is an investment that can be sold. Stacey says, "So investment is the same thing as inventory. But how can they do that without lowering efficiencies? Another call to Jonah is placed and Alex is off to New York that night. Chapter Eleven The meeting with Jonah is brief. Alex tells Jonah of the problems at the plant and the three months in which to fix them. Jonah says they can be fixed in that time and then they go over the problems the plant has. First, Jonah tells Alex to forget about the robots. He also tells Alex that "A plant in which everyone is working all the time is very inefficient. According to Jonah, this "is a plant where the capacity of each and every resource is balanced exactly with demand from the market. Jonah says no, "the

closer you come to a balanced plant, the closer you are to bankruptcy. Both of those seem harmless and should work themselves out down the production line. Chapter Twelve This short chapter tries to capture the essence of the problems the job is causing at home with the extra workload. The marriage is very strained because of the devotion Alex needs to give to the plant. Chapter Thirteen Stuck for the weekend as troop master, Alex discovers the importance of "dependent events" in relation to "statistical fluctuations". Through the analogy between a single file hike through the wilderness and a manufacturing plant, Alex sees that there are normally limits to making up the downside of the fluctuations with the following "dependent events". Even if there were no limits, the last event must make up for all the others for all of them to average out. Chapter Fourteen Finally, through the dice game or match bowl experiment, it becomes clear that with a balanced plant and because of "statistical fluctuations" and "dependent events" throughput goes down and inventory along with operating expenses goes up. A balanced plant is not the answer. See the Dice Game or Match Bowl experiment note. Chapter Fifteen Fully understanding the "dependent events", Alex puts the slowest kid in the front of the hike and he relieves him of extra weight he has been carrying in his backpack. Chapter Sixteen Well, after the camping trip the boys arrive home to find the mother has disappeared. All the stress of his job was too much for her so she left. This was supposed to be a weekend for Alex and his wife, but when the hike came up it seemed to be the last straw for her. Chapter Seventeen Alex tries to portray his new revelation to his team at the plant. But the walk in the woods becomes apparent when it is put to the test for an overdue order in the plant. Now even the production supervisor agrees. Chapter Eighteen In this chapter Jonah introduces Alex to the concept of bottlenecks and non-bottlenecks. Jonah defines these terms as follows. With this discovery goes the ideas related to reorganizing the plant like Alex did with the hike. Production is a process and it cannot be moved around so easily. Many processes rely on the previous one to be able to complete the next. Alex would need more machines, which takes more capital, and division is not going to go for that. Chapter Nineteen Well, Jonah makes a visit to the plant. Jonah tells Alex that a plant without bottlenecks would have enormous excess capacity. Every plant should have bottlenecks. What is needed is to increase the capacity of the plant? The answer is more capacity at the bottlenecks. More machines to do the bottleneck operations might help, but how about making them run more effectively. Jonah tells them that they have hidden capacity because some of their thinking is incorrect. Some ways to increase capacity at the bottlenecks are not to have any down time within the bottlenecks, make sure they are only working on quality products so not to waste time, and relieve the workload by farming some work out to vendors. Jonah wants to know how much it cost when the bottlenecks X and heat treat machines are down. How much when the whole plant is down? How many hours are available per month? Therefore, you cannot generate throughput. Chapter Twenty Alex organizes the bottlenecks to work on only overdue orders from the most overdue to the least. He then finds his wife. Through their conversation it is learned that she still needs to be away from everybody, even the kids. Chapter Twenty-One The crew works out some of the details for keeping the bottlenecks constantly busy. In the process they find that they need another system to inform the workers what materials have priority at non-bottlenecks.

## Chapter 3 : The Goal: A Process of Ongoing Improvement, Third Revised Edition | Lucy Dang - calendrier

*The book revisits what the goal of a business should be and what is important to measure and control to achieve that goal. Through examples in the main character's personal life and Goldratt introduces the Theory of Constraints via this entertaining novel.*

Low quality scanned pages Some brief overview of this book Written in a fast-paced thriller style, The Goal is the gripping novel which is transforming management thinking throughout the Western world. The author has been described by Fortune as a guru to industry and by Businessweek as a genius. It is a book to recommend to your friends in industry - even to your bosses - but not to your competitors. Alex Rogo is a harried plant manager working ever more desperately to try and improve performance. His factory is rapidly heading for disaster. So is his marriage. He has ninety days to save his plant - or it will be closed by corporate HQ, with hundreds of job losses. It takes a chance meeting with a colleague from student days - Jonah - to help him break out of conventional ways of thinking to see what needs to be done. The story of Alex's fight to save his plant is more than compulsive reading. It contains a serious message for all managers in industry and explains the ideas which underline the Theory of Constraints TOC developed by Eli Goldratt. Goldratt has been recognized as an internationally recognized leader in the development of new business management concepts and systems, and was known as an educator to many of the world's corporations. The 25th anniversary edition includes a series of detailed case study interviews by David Whitford, Editor at Large, Fortune Small Business, which explore how organizations around the world have been transformed by Eli Goldratt's ideas. A good definition of a goal is one that sets us on a path of ongoing improvement. Pursuing such a goal necessitates more than one breakthrough. In fact it requires many. To be in a position to identify these breakthroughs we should have a deep understanding of the underlying rules of our environment. Twenty-five years after writing The Goal, Dr. Goldratt wrote Standing on the Shoulders of Giants. In this article he provided the underlying rules of operations. This article appears at the end of this book in his memory. See more interesting books: This time is necessary for searching and sorting links. One button - 15 links for downloading the book "The Goal: A Process of Ongoing Improvement" in all e-book formats! May need free signup required to download or reading online book. A few words about book author Dr. The Japanese edition of The Goal sold over 1 million copies in less than one year after being released. His books have been translated into 27 languages and sales of 10 million is his marriage.

## Chapter 4 : The Goal: A Process of Ongoing Improvement - \$5 (Midland) | Books For Sale | Odessa, TX | S

*Production is an ongoing process of improvement, and when new problems arise they need to be dealt with accordingly. Chapter Forty Finally, struggling with the answer to Jonah's question, Alex comes up with some questions on his own: What to change?*

## Chapter 5 : The Goal: A Process of Ongoing Improvement :: Goldratt Marketing

*The Goal is centered on a production manager named Alex Rogo who has three months to turn around a deficient, unprofitable manufacturing plant. The Goal explains the "Theory of Constraints" focuses on dealing with bottlenecks, the leverage point to increase productivity.*

## Chapter 6 : The Goal Goldratt: Books | eBay

*The Goal: A Process of Ongoing Improvement PDF Book, By Eliyahu M. Goldratt, ISBN: , Genres: Business Free ebook download XooBooks is the biggest community for free ebook download, audio books, tutorials download, with format pdf, epub, mobi, and more.*

**Chapter 7 : The Goal (novel) - Wikipedia**

*The Goal: A Process of Ongoing Improvement, by Eliyahu M. Goldratt, is a book pretty much every business school student is required to read. Below are the key takeaways from this book: Accounting vs. Operational Measures Accounting cost figures misleading for.*

**Chapter 8 : The Goal: The Process of Ongoing Improvement | Ed Foreman**

*The novel, The Goal: A Process of Ongoing Improvement, written by Eliyahu M. Goldratt, manages to convey valuable knowledge regarding production processes while at the same time telling a fictional story.*

**Chapter 9 : The Goal: A Process of Ongoing Improvement - free PDF, DJVU, FB2, FB3**

*"What you have learned is that the capacity of the plant is equal to the capacity of its bottlenecks," says Jonah." •  
Eliyahu M. Goldratt, The Goal: A Process of Ongoing Improvement.*