

AFFILIATE EXPERIENCE MATTERS

Whether you are just beginning your **ENTERPRISE EXCELLENCE JOURNEY** or have many years of practice and are seeking your next **BREAKTHROUGH**, Shingo Institute workshops are an invaluable resource. Your choice of Affiliate is a **STRATEGIC INVESTMENT**, not a short-term expense. These **TWELVE FACTORS** should inform your choice and assure long-term return on your investment.

CHOOSING AN AFFILIATE PARTNER

12 Qualifying Factors for Inquiry

We know Shingo Institute training is a significant investment of both time & financial resources, but with compelling value.

Before selecting a Licensed Affiliate, consider the following factors that will be crucial to your strategic success.

1. Knowledge

How long as the Affiliate organizations & its team of Certified Facilitators been associated with The Shingo Institute and in what capacity?

2. Examiner Experience

Are any or all of the Facilitators also Shingo Prize Examiners?

3. Model of Implementation

Has the affiliate demonstrated an effective model for Lean transformation? Shingo Workshops provide valuable theory which must be modeled, citing specific examples of successful operationalization of the Shingo Model in practice.

4. Gap Analysis

Does the affiliate offer a Shingo Gap Analysis that aligns with Shingo criteria and reflects the feedback you would receive from an actual Shingo Prize Examiner visit?

5. Coaching Prize Recipients

Does the affiliate provide technical assistance and coaching to aspiring Shingo Prize applicants? Which organizations have benefited from this value-added service?

6. Industry Knowledge

While the concept of waste may be universal, Affiliate experience within specific industries and segments has proven very helpful to removing communication barriers and relating universal concepts to concrete problems.

7. Prize Recipient

Has the Affiliate or the Facilitator been a recipient of The Shingo Prize for Business or the Academic Shingo Prize? This recognition signals a very high level of practical understanding that can only be achieved by challenging for the prize.

8. Professional Recognition

Apart from The Shingo Institute, has the Affiliate or its Facilitators been recognized by professional bodies such as AME, SME or ASQ? These awards and achievements reflect a depth and breadth of knowledge which can be extremely valuable to your organizational development and networking.

9. Bandwidth

How many certified instructors does the Affiliate have on its team? Training your team should not be limited by training resources available to them.

10. Mentors

Where did the Affiliate's representatives receive their training? From primary sources like Toyota, or secondary sources like consultants or classroom instruction? There is no substitute for deep technical understanding of Lean tools & principles and philosophies of Lean culture which come only through years of hands-on practice

11. Additional Services Provided

What additional services or products, for example training videos, workbooks or simulations, does the Affiliate offer that will augment and support The Shingo Institute Workshops?

12. Pricing

Pricing parameters for workshops are set by The Shingo Institute and tuition is charged per seat. Affiliates are given some flexibility in pricing depending on factors such as class size, travel expenses, supporting services, and coaching support which may ultimately be as important to your enterprise excellence journey as the initial workshops themselves.

