

management *insight*



u *Directing is key to successful execution.....2*

PROVIDING INNOVATIVE SOLUTIONS TO COMPLEX BUSINESS CHALLENGES

*“Digital information can optimize data processing and business methods...
...but only if you turn it loose and not limit its use by just creating static reports.” - robert majdak sr. (pictured on right)*

“Customers also like...
...perceived control...”

It is extremely important to start your business processes with digital information. By collecting information digitally from the start, your business reduces redundancy and errors. Examples of collecting information digitally is when internal employees use intranet based customer order applications and customers use internet ordering website components.

Wal-Mart is a great example of this because every register is a point of sale device for in-store sales that are directly tied to the Wal-Mart corporate computer system. Customers shopping at the Wal-Mart website are also in direct contact with the Wal-Mart corporate computer system.

At any time, Wal-Mart can evaluate sales volume at any store, analyze sales trends and project future sales including online

sales. Most important, Wal-Mart can get just-in-time information on sales against inventory and reorder product and ship that product to the store that needs it most according to product demand.

In manufacturing, there are software solutions that allow furniture makers to design, quote, and place customer custom furniture orders which then check raw material inventory levels. Low material levels engage inventory orders that are sent electronically to suppliers. Then the manufacturing processing system executes. The manufacturing shop floor is then scheduled for work and fed processing data. Information can also be made available for customers to get a status and a delivery date of their order online through the company website.

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Managing to Motivate

While we could entertain endless discussion on managing to motivate, I suggest five points upon which to focus your motivational technique to create a foundation for continuing improvement. From the first-line manager to the CEO, a sound managing strategy consists of; placing trust in your people, remaining loyal to your colleagues, collaborating with your staff, avoiding office politics, committing to the work mission. This type of basic system is considered to be totally constructive and avoids tendencies to be destructive. Remember, always encourage people to do their very best. As you help them develop, they will help you succeed.



Directing is key to successful execution...

Guidance and insight are important in order to realize how technology can facilitate and enable success for business in today's competitive marketplace.

Customers also like . . .
Paperwork and manual paper processes can be eliminated in most areas. This reduces cost and increases efficiency and that is great news for the bottom-line. Customers can benefit through these efficiencies through lower prices and/or higher quality. Customers also like checking on their orders online. This perceived control meets or exceeds most customers expectations.

Directing information systems technologists is key to successful execution of business strategy. Paramount to this process is technology leadership that understands the big picture that senior management embraces. This is the vision that systems leadership must also embrace in order to apply the technology resources expertly and strategically. Formal business education combined with an established leadership history can make all the difference between the vision

Experts specializing in critical areas of strategy is key.

robert majdak

and its reality. "To effectively achieve the desired reality," seek wise consult from those who are truly better at this task rather than make do with those who have not developed core leadership competencies. The wisest senior managers know that bringing experts better than themselves in this area of technological/business strategy execution is key to their success and the success of their business. In other words, team up with an expert with the guidance and insight your business needs.

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valuable insight and guidance in these key areas:

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