

# OPERATIONS Management



## INTRODUCTION

**goods** Tangible objects (e.g. produced by firms) (e.g., manufactured products, services, buildings). The combination of goods and services produced for a firm (e.g., for a restaurant dinner) is called the tangible mix and the intangible experience.

**operations management (OM)** The management of activities and processes that create and deliver goods and services, efficiently and effectively, for customers (product and process management is specifically used for the manufacturing of products). **Planning and control** The role of operations, that is, to plan the work (planning) and then make the plan work.

**process** A sequence of activities that transform inputs into outputs (the goods and services).

**services** Intangible acts or experiences produced by firms (e.g., health cleaning, repair, advice). The combination of activities and firms that together produce goods and services and deliver them to the end user or customer (e.g., creating intangible experiences, along with making other real, intangible manifestations, using time, place, technology, and other resources).

**transformation** Converting inputs (e.g., raw materials, components) into outputs (e.g., components).

**value added** The difference between the cost of the inputs and the price of the outputs, the value that is added to goods and services through a transformation.

### GOALS OF OPERATIONS

• Quality: are insights for success are integrated.

• Costs: are minimized when products are produced.

• Operations are usually not directly involved in producing or manufacturing products that customers purchase, although they usually contribute to creating service offerings (intangible products).

• Services are produced and presented at the same time, whereas goods are manufactured and presented at a later point in time.

• Goods can be inventoried (stored), whereas most services cannot be inventoried.

• Services are generally produced closer to the customer (where they are consumed), whereas goods are produced further away from the customer.

• Services are usually more labor intensive, whereas goods production is relatively less labor intensive.

• Productivity is easier to measure in manufacturing than it is in services.

• Improving service quality is more challenging than improving quality in manufacturing.

### OM Subfunctional Areas

**OM 1: Manufacturing** Manufacturing (OM), control, storage, customer delivery (flowchart), capacity (OM), efficiency (efficiency).

### OM 2: Service Areas

Marketing (OM), sales (OM), distribution (OM), facilities (OM), information (OM), quality (OM), logistics (OM), technology (OM).

## OPERATIONS STRATEGY

### MISSION, STRATEGY & TACTICS

• The mission for the existence of an organization is to determine its goals.

• Mission policies and plans to achieve the goals are strategies.

• Strategies are overall organizational strategy, as well as specific mission policies to achieve the goals of various functional areas in business (e.g., these major functions in any business are operations, marketing, and finance).

• Operations strategy determines policies and plans for the organization's resources to implement the overall organizational strategy.

• Examples of operations strategies include low cost operations, high quality, flexible operations, consistent service, product innovation, and new delivery.

### COMPETITIVENESS

• Core competitiveness are the special abilities of an organization that give it an advantage against its competitors (i.e., give it a competitive advantage). Competitive advantages are often competitive differentiation through some competitive edge in the area of resources.

• Core (value) are core products or services (OM), cost (OM), and delivery (OM), as well as the cost of delivery (OM), price, but cost is what is used to create the products or deliver the products (OM).

• Quality (OM): Produces consistent products (OM), defect-free products (OM), and meeting of product offerings, as well as delivery with changing volume and type of demand.

• Delivery (OM): Consistently delivered services to products.

• Innovation (OM): Products have unique features and services or more open products (OM) (as differentiation).

• Sustainability (OM): Operations that are socially, environmental, and financially efficient to the environment respecting the triple bottom line.

• Cost reduction (OM): Competitive differentiation (OM).

• Other resources (OM): Resources or features of products (OM), quality and customer satisfaction (OM), cost of the delivery (OM), quality and cost of delivery (OM).

• Other factors (OM): Features of products (OM), quality and customer satisfaction (OM) not in the delivery (OM), quality and cost of delivery (OM).

• OM is competitive advantage, under which will eventually become other products after value creation from (value product delivery). When an organization does not deliver an order (product), it provides cost reduction (OM).

## NEW PRODUCT DEVELOPMENT

### PLAYERS FOR NEW GOODS & SERVICES

• **Competitors**: To be competitive and thus to market with a product or in response to competitive products (OM).

• **Customer**: Needs to develop a customer need that is driven by demographics or social changes in that customer's customer position.

• **Technology**: To find a new technology or an existing technology in a new way.

• **Suppliers**: To reduce the costs of producing products by creating new ones.

• **Regulators**: To reduce the triple bottom line of managing economic, social, and environmental goals.

### PHASES OF NEW PRODUCT DEVELOPMENT (NPD)

1. **Identification**: Coming up with every necessary consumer need in a business opportunity.

2. **Feasibility**: Determining whether the idea is commercially and technically possible to convert or develop in the triple bottom line of the firm.

3. **Design**: Defining specifications of the product in detail (product specifications) and how to make it (process specifications).

4. **Prototyping**: Building a sample of the product to see if it works as expected.

5. **Marketing**: Optimizing the design from business (market) in the prototyping stage.

6. **First Testing**: Launching the product in limited, rather community testing the product on real life consumers and comment.

7. **Product Release**: Starting the production (the large-volume production) and launching the product (and not an experimental sales area).

8. **Postmarket Analysis**: Examining the product's product performance and consumer acceptance in order to increase product's capacity, as well as design of the next version of the product.

## PROJECT MANAGEMENT

Projects are unique undertakings that have to be completed by a certain date, for a certain amount of money within a certain required level of performance. A project manager's duty is to fulfill these three main competing goals:

• **Scope goals**: What is the project trying to accomplish?

• **Time goals**: How long should it take to accomplish?

• **Cost goals**: What should it cost?

Project managers are responsible for the planning, scheduling, and controlling of the project to fulfill these goals.

**Activities**: The specific tasks that needs to be done in any project. It is a tasks, a project consists of a variety of activities or tasks (activity flow in the form of tasks to get the activity or tasks done, that is usually indicated in project plans).

**Planning**: Planning of completing activity flows, this is usually done by using additional resources (resources the project makes them scheduled on the tasks) or when the project is behind schedule (resource tasks, tasks like "dead task", available, are called "idle task").

• **Lead activity**: Lead any available task (the type of tasks involved can be specified).

• **Idle tasks**: tasks that activity on the critical path, since only this path projects project duration.

• **Effort**: work the activity (that is the time spent for), any that needs the least resources to complete for a unit time (e.g., task time for each per day).

• **Project**: this represents until the required project duration is achieved, the project cannot be canceled any more, and it's more important to reach the project deadline for the benefits of creating and resources under focus.

# Navy Operation Specialist Study Guide

**M Walker**

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