

# Achieving Performance Excellence through Benchmarking

Management & Leadership  
Cairo (Egypt)  
02 - 06 Feb 2025

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The image features a chessboard with several chess pieces, including a king and pawns, set against a background of concentric circles. The king piece is the most prominent, positioned in the foreground on the right. The chessboard is a light gray and white checkered pattern. The background consists of a series of concentric, light gray circles that create a sense of depth and focus.

## Achieving Performance Excellence through Benchmarking

**Ref:** 3266\_133067 **Date:** 02 - 06 Feb 2025 **Location:** Cairo (Egypt) **Fees:** 3300 **Euro**

### Introduction

A key element to continuous improvement is Benchmarking. Without benchmarking it is we do not know how competitive we are or where we need to focus improvement efforts. Benchmarking helps organizations to balance their internal problem solving and improvement activities with the realities of the external environment. This includes other industries that perform similar functions, similar businesses that are geographically separated, and non-profit or public institutions. Under the right conditions, benchmarking can be performed by direct competitors, resulting in improved performance benefiting all stakeholders. Benchmarking not only provides awareness of what and where "best" performance lie, but more importantly, it enables the paradigm shift that internally focused teams sometimes fail to achieve. It fosters creative adoption and adaptation of "best" practices to help organizations gain and maintain a competitive advantage.

### Course Objectives of Achieving Performance Excellence through Benchmarking

- How to set about implementing an effective performance measurement system for shared services.
- How to interpret results from performance measurements and therefore whether or not the process is ready for improvement.
- In the case that a process is not ready for improvement, delegates will know what actions are required to prepare it for improvement.
- How to use an effective improvement methodology to improve process performance.
- What benchmarking is and why it is becoming increasingly important for organizations to become involved in benchmarking activities.
- How to select, define, plan, and implement successful benchmarking projects.
- How to ensure that best practices are identified and implemented within the organization, being adapted if appropriate.

### Achieving Performance Excellence through Benchmarking Course outlines

#### Day 1

#### Performance Measurement: The Starting Point for Improvement

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) on it. The board is white and black, and the pieces are gold and silver. The text 'UK Training PARTNER' is overlaid on the right side of the board.

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- The Need for Measurement
- Data Use and Abuse: Using Data Constructively
- Methods of Selecting Performance Measures
- Developing a Framework for Measurement
- Understanding Variation: The key to understanding performance
- What histograms, run charts, and control charts tell us about performance
- The Rods Experiment

## Day 2

### Continuous Improvement

- Understanding Variation: The Range and Standard Deviation
- The Rods Experiment Part 2: Understanding the Results
- Taking Appropriate Action on a Process: Improvement or Investigation?
- An Introduction to Control Charts: The Key to Taking Appropriate Action
- The Juran Trilogy©
- How to Improve a Process: An Introduction to the 12 step Methodology
- The Power of Teamwork
- Problem and Mission Statements

## Day 3

### The Tools of Continuous Improvement

- Understanding and Analyzing a Process: Flow Diagrams
- Identifying causes of problems, and potential solutions: Brainstorming
- Demonstrating the link between a cause and its effect: Cause-Effect diagrams
- Understanding the Process: Quantitative Display Tools line charts, bar charts, and pie charts
- Selecting the key aspects to focus on. Pareto Analysis
- Investigating Relationships between Variables: Scatter Diagrams and Correlation
- Advanced investigations: An Introduction to Regression

## Day 4

### An Introduction to Benchmarking

- What is benchmarking?
- Why we need to benchmark?
- The Benefits of benchmarking: Why organisations benchmark
- History of benchmarking
- Different Methods of benchmarking and how they relate to each other
- How to identify potential benchmarking projects
- An overview of the benchmarking process
- Advice on selecting your first project

## Day 5

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## Running a Successful Benchmarking Project

- Scoping a benchmarking study
- Planning and resource scheduling
- Normalising
- Identifying and selecting benchmarking Metrics
- Identifying and selecting benchmarking partners
- Securing benchmarking project support
- Inviting organisations to join the benchmarking study
- Data capture & analysis
- Reporting: the starting point for improvement
- Codes of conduct

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