

Planning and Analyzing the Process Opportunity

PLANNING AND ANALYZING THE PROCESS Opportunity

Dheemant Ravi Palan

Illinois Institute of Technology

Author Note

Correspondence concerning this article should be addressed to Dheemant Palan, Department of ITM, Illinois Institute of Technology, Chicago, IL 60616. Contact: dpalan@hawk.iit.edu

Planning and Analyzing the Process Opportunity2

Abstract

Organizations are organically grown, and it can be very satisfying to see them thrive under the right conditions and treatment just like their botanical equivalents. But, at some stage, if you're not cautious, they can uncontrollably sprout and spread out until one day they've begun strangling themselves and even others. Organizations are strangling by not responding to development. As new people enter, procedures that worked perfectly in the beginning with only one participant often get unsuccessful, sometimes painful. It's easy to spot the signs of stressful processes; increased stress, constant yet insufficient coordination, low levels of effort and resources, bottlenecks, e-mail congestion, repeated progress updates, expired tabs, dysfunctional rules, low productivity the list continues. With Business Improvement it becomes very critical on how we plan & what are the facts which we have derived from the initial analysis. In this article, we will try to cover different tools that can be used for analyzing & planning.

Keywords: Business, analysis, process improvement,potential, planning, Strength,
Weakness

PLANNING AND ANALYZING THE PROCESS Opportunity

“For improvement to flourish it must be carefully cultivated in a rich soil bed (a receptive organization), given constant attention (sustained leadership), assured the right amounts of light (training and support) and water (measurement and data) and protected from damaging.”– Stephen Shortell (Professor at Berkeley University, California.)^[3] Therefore, optimizing the organizational structure is an initiative to improve the performance of a procedure. However, an enhancement of the method must be compatible with the corporate plan and customer expectations. In order to be effective, all changes must be coordinated with both. In fact, development mechanisms provide detection, review, configuration, and optimization of existing services. It is carried out to reduce inefficiencies in the delivery of services. Another part of the challenge is to grasp what the interpretation of the technique entails since many meanings will arise. It can be confusing. It is best to say that strategic planning is the tool for promoting, investigating, assessing, and modeling the potential of an organization, based on current circumstances and often considering procedures, technology, business development, and human capacity. The willingness to bridge the gaps between the political, technical and organizational aspects of the company is part of this whole phase. The willingness to bridge gaps between the organization's political, logistical and organizational elements is part of that whole cycle. This calls for an assessment of the current state of play, possible position, hazards, and resources as well as adjustments to achieve the desired outcomes. An external/inner insight is given by successful process improvement strategies with a clear focus on customer requirements. Internal or external clients may be. For example, the Sales Department may be a marketing department internal client. Process plans must take into consideration the attributes of a process that end-user customers value most and then take measures to increase that value. Conversely, process

Planning and Analyzing the Process Opportunity⁴

improvement strategies will recognize poor or non-value features for consumers and eradicate these cost-reducing procedures.

Tools & Techniques to Apply to Strategic Analysis & Planning

Although the concept of strategy analysis differs, the central preparation criteria are commonly understood. Preparation for preparation, by defining and analyzing details pertinent to policy development High-level environmental review, consideration of task, purpose, partners, framework, strategies current and profiles of people, and questions answers, to the internal and external business environment. Using a variety of tools and strategies to examine the present state and potential of the business environment.

SWOT (Strengths, Weaknesses, Opportunities, and Threats)

To better help the company, we can use SWOT Analysis for what we have. And by knowing that we are avoiding so reducing the threats We would otherwise not realize we will reduce the chance of failure. Better yet we can begin creating a strategy that differentiates us from our competitors and thus competes on our market successfully. SWOT Analysis can be done in two directions. Informally or systematically, we should bring people together to formulate strategies as a "start-up" method. In any event, collect a team in our organization from a variety of functions and levels. Using brainstorming strategies to identify the organization's existing locations. In the relevant part of the chart, write down each time We recognize power, weakness, potential or hazard. To explain the segment to which a concept applies, strengths and weaknesses may be helpful as internal factors, that is, their properties, procedures, and personnel. to consider the organization. Take chances and challenges as external factors that come from our business, rivalry and the economy at large.

Planning and Analyzing the Process Opportunity5

Strengths	Weaknesses
What do you do well? What unique resources can you draw on? What do others see as your strengths?	What could you improve? Where do you have fewer resources than others? What are others likely to see as weaknesses?
<ul style="list-style-type: none"> • We are able to respond very quickly as we have no red tape, and no need for higher management approval. • We are able to give really good customer care, as the current small amount of work means we have plenty of time to devote to customers. • Our lead consultant has a strong reputation in the market. • We can change direction quickly if we find that our marketing is not working. • We have low overheads, so we can offer good value to customers. 	<ul style="list-style-type: none"> • Our company has little market presence or reputation. • We have a small staff, with a shallow skills base in many areas. • We are vulnerable to vital staff being sick or leaving. • Our cash flow will be unreliable in the early stages.
Opportunities	Threats
What opportunities are open to you? What trends could you take advantage of? How can you turn your strengths into opportunities?	What threats could harm you? What is your competition doing? What threats do your weaknesses expose to you?
<ul style="list-style-type: none"> • Our business sector is expanding, with many future opportunities for success. • Local government wants to encourage local businesses. • Our competitors may be slow to adopt new technologies. 	<ul style="list-style-type: none"> • Developments in technology may change this market beyond our ability to adapt. • A small change in the focus of a large competitor might wipe out any market position we achieve.

Fig [1]. Ref [2]

In the fig [1] we have taken an analysis by CEO for his startup Based on the review by the management, the CEO concludes that the main strengths of the firm are its versatility, its technical expertise, and its low cost. This allows a relatively small customer base to offer excellent customer service. The shortcomings of the organization are also linked to their scale. To develop the abilities of a small staff, the CEO will need to invest in training. CEO also has to rely on continuity in order to not lose crucial team members. CEO identifies the potential to deliver fast-track, valuable services to local companies and local government agencies. As the

Planning and Analyzing the Process Opportunity6

rivals are early adopters, the company will likely be the first to introduce new products and services.

The risks need to be revised by the company for technological changes. Thanks to the exposure of large-scale changes in its business it must also pay close attention to its biggest competitors. To counter this, the organization will target its ads on chosen platforms for the sector so that a limited advertising budget will achieve maximum market presence.

VMOST (Vision, Mission, Objectives, Strategy, and Tactical)

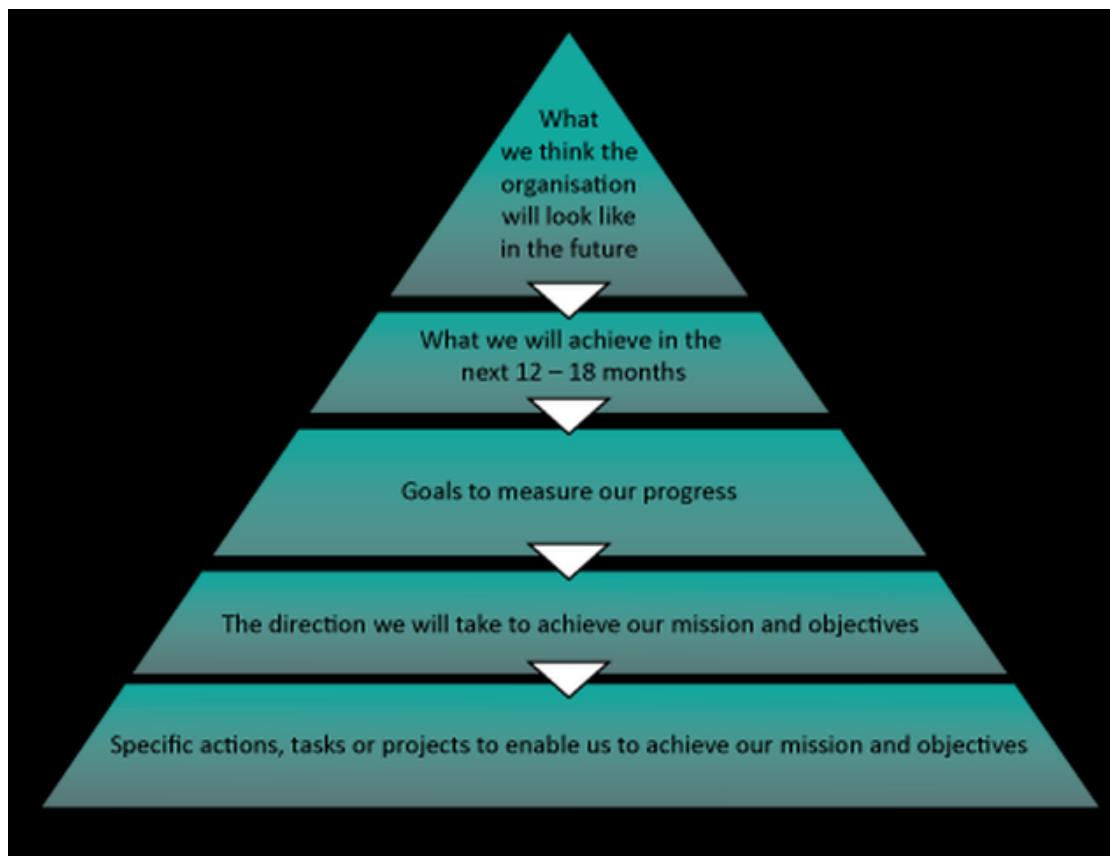


Fig2.Ref[5]

VMOST is an innovative method for strategic planning, allowing companies to center their opinions. The Business Analyst and Business Engineer is a key technology that allows the entire organization to analyze when used along with other methodologies such as SWOT and PESTLE.

Planning and Analyzing the Process Opportunity7

Vision: The goal is where the company sees itself in the future (like in 5 years).

Mission: If we want to be in the dream, tasks are the major pillars of transformation for us to be.

Tasks are action-oriented and explain what will happen to change the status quo at a high level.

To achieve a vision, several tasks can involve completion

Objective: Goals are review points to let us know whether we have accomplished a single task.

They are usually in the form of KPIs that are formed if the missions are found. The Wise criterion should be accompanied by goals.

Strategy: Strategies are the focal points that the company feels the targets will be achieved.

Tactical: The key strategies for change that will implement the policies are products, personnel, processes, or org, technology, marketing.

PEST: (Political, Economic, Social and Technology)



Fig3.Ref[6]

PEST Analysis is a management approach where a company may determine important external factors that affect its activity in order to be more successful on the market. PEST analysis is a management tool. These four areas are essential to the layout, as defined in the acronym. Pestle's strategic planning strategy including more elements of legal and environmental law is a common variant in the PEST Analysis model, in the UK. A thorough evaluation of the major influences that impact the field in which a company is located, together with the organization, will make strategic planning more successful. Such training can be done to improve the potential of the company to make use of existing conditions and to be better prepared and alerted of immediate change so that it stays ahead of rivals. PEST's political aspect reflects on the ways in which public policy and/or legislative changes affect the economy, the specific sector, and the individual agency. Tax and employment laws are policy areas that can impact an organization. The organization can also greatly influence the general political environment of a country or area and international relations. The analyzes focus on economic development, supply and demand, inflation and deflation, and key factors in interest and exchange rates. In the PEST study, the social factors comprise populations and distribution, cultural attitudes and the patterns in the workforce and lifestyles. The technical aspect discusses the special role of the technology development in the business and enterprise and the larger processes, innovations and technological changes. In this sector too, public expenditure on scientific innovation could be of concern. PEST Analysis may help a company understand and thus exploit current business situation potential. It can also be used to recognize existing or potential future problems that can help determine how these obstacles can be best managed.

Planning and Analyzing the Process Opportunity9

PEST Analysis can also be used to analyze the internal structure of an entity and decide its internal policy, economic outlook, social climate, and technological foundation strengths and weaknesses. The findings of the study will make it easier for the areas listed as subparts to modify or strengthen. The SWOT model (strengths, vulnerabilities, incentives, and threats) can be used in conjunction with other types of strategic business intelligence for even more comprehensiveness. Comparing such findings can provide a very solid basis for informed decision-making.

SOAR: (Strengths, Opportunities, Aspirations, and Results):

SOAR analyzes are a powerful tool for stakeholders to define the organization's strengths and create a common vision for the future. Power building makes for less effort and resources to repair weaknesses. For modern, less mature organizations, a SOAR review is an excellent option. It operates for all workers regardless of their position or rank and can include internal and external stakeholders.

Strengths:

What is your organization doing well, including assets, capabilities, and greatest accomplishments?

Opportunities:

What are some external circumstances (e.g. policy changes like public health modernization, new funding, media focus, public attention, etc.) that the organization could leverage to meet program or project deliverables or unmet community member needs? If these circumstances seem negative, how can the current context be addressed so that threats or weaknesses are reframed into possibilities?

Aspirations:

What are the ways that your organization can meet your goals? What does the organization desire to be known for?

Results:

What are the tangible, measurable items that will indicate when the goals and aspirations have been achieved?

Fig4.Ref[7]

Boston Matrix:

A tool that lets companies evaluate their business and brand inventory is the Boston Matrix. A business with a variety of products has a product portfolio. Nevertheless, a corporation has an issue with having a product portfolio. It must decide whether assets are to be allocated across the portfolio

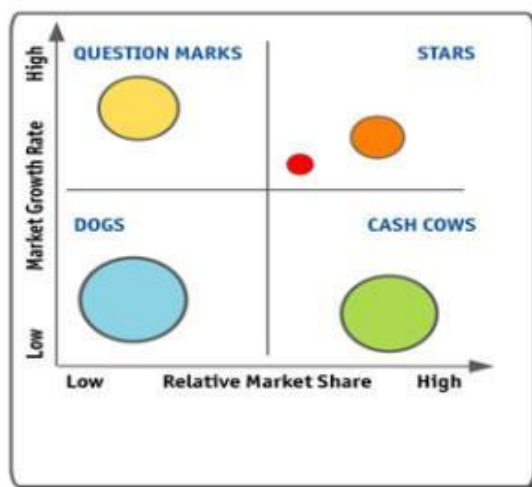


Fig 5. Ref 8

Stars

Stars are highly growing goods, operating in competitive markets where they are large. Heavy investment is often needed by stars to sustain growth. Growth will slow gradually, and Stars will be cash cows if they maintain their market share.

Cash cows

Cash cows are extremely market-based low-growth items. These products are developed, competitive and have very few investment needs. They must be handled for continual benefit-so that the good cash flows that the company needs for its stars continue to be produced

Question marks

Question marks are products with low market share operating in high growth markets. This suggests that they have potential but may need substantial investment to grow market share at the expense of larger competitors. Management must think hard about "Question Marks" - which ones should they invest in? Which ones should they allow to fail or shrink?

Dogs

The term dogs do not surprise us, but they rarely, if ever, worth investing in, dogs are usually sold or closed. The term ' dogs ' means products that have a low market share in attractive, low-growth markets.

Porter's Five Forces:

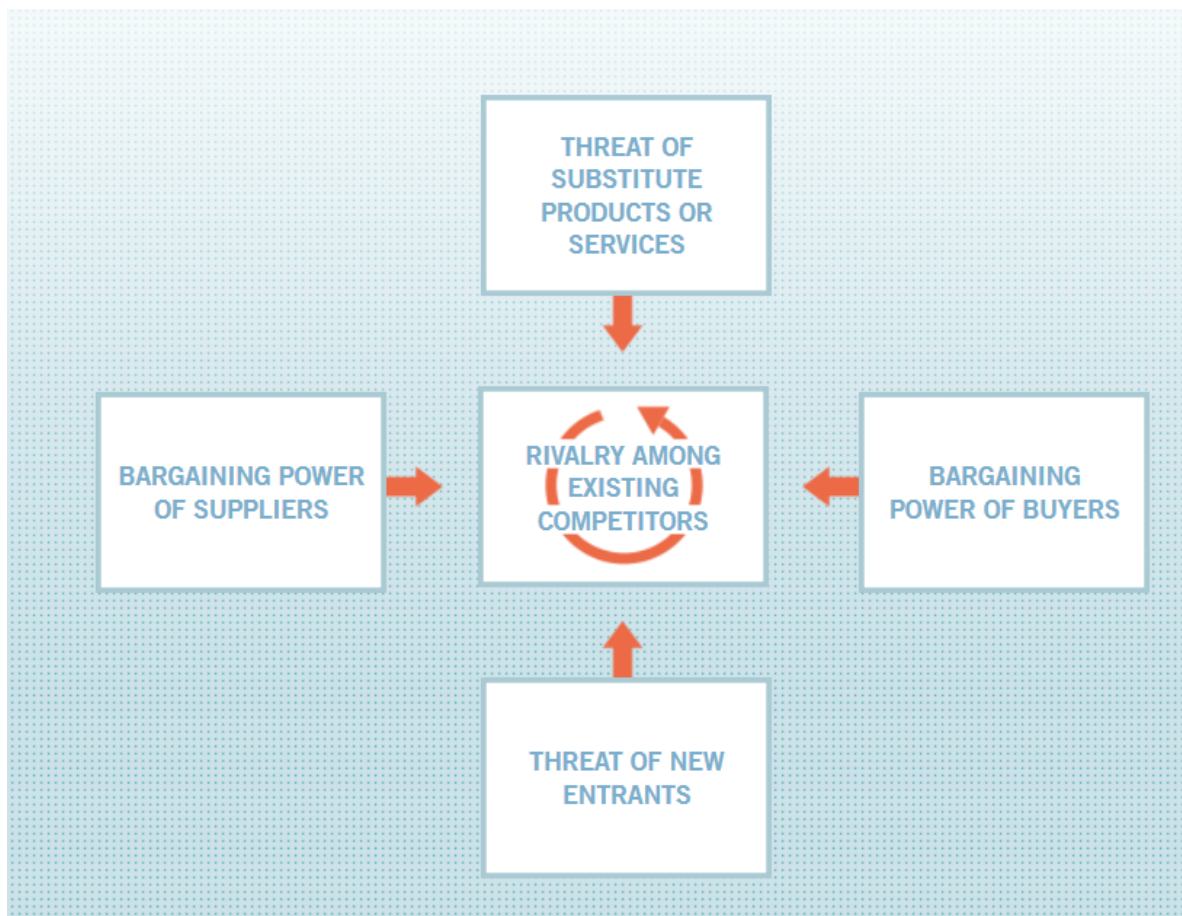


Fig 6. Ref [9]

- *Supplier power*

An evaluation of how easy pricing is for suppliers. This is based on the number, size and strength of the supplier; and the switch from one supplier to another: number of suppliers to each of the key inputs; the uniqueness of their product or service.

- *Buyer power*

An overview of the simplicity of price reduction for purchasers. This is influenced by the number of purchasers on the market, the value for the company of each buyer, and the expense of moving between the vendors for the consumer. If a corporation has only a couple of strong customers, it can often dictate terms.

- *Competitive rivalry*

The principal driver is the number and ability of the market competitors. Many competitions will decrease market attractiveness with undifferentiated products and services.

- *Threat of substitution*

Where a market includes near replacement goods, the risk of consumers converting to substitutes in reaction to price increases is enhanced.

- *The threat of new entry*

Profitable businesses attract new competitors, reducing income. If incumbents have strong and long-lasting access barriers, including patents, scale savings, capital requirements or public policy, then profitability will be decreased to a competitive rate.

Conclusion

Changes are more than simply buying or recruiting a software developer in a business. The approach that technology offers is about human beings as much, if not more. It is about

Planning and Analyzing the Process Opportunity 13

making the organization work more effectively together as a team so that they can develop safe and regulated for all involved in a sustainable way. When the process improvement strategy has been established, the research will not stop. Take a constantly improving place. Discuss the new process periodically and gather staff input. This ensures a stable process and further improvements to optimize operations. The process remains stable.

References

1. <https://www.batimes.com/articles/8-tools-and-techniques-to-apply-to-strategic-analysis-and-planning.html>
2. https://www.mindtools.com/pages/article/newTMC_05.htm
3. <https://www.gluu.biz/process-improvement-plan/>
4. <https://tallyfy.com/process-improvement-plan/>
5. <https://brendanbroadhead.wixsite.com/vmost/what-is-vmost>
6. <https://www.investopedia.com/terms/p/pest-analysis.asp>
7. https://orphroadmap.org/docs/modernization/SOAR_analysis.pdf
8. <https://www.tutor2u.net/business/reference/boston-matrix-and-product-portfolios>