

Let us introduce you the program “Modern system of management for companies “Nine keys of business”

Our program consists of four parts

1. Actuality
2. Description.
3. Methods of application.
4. Analysis of the results of application (feedback).

Our program “Nine keys of business” is the results of practical experience and theory of management. All elements of this program were applied in the different companies of Saint Petersburg. This program was introduced in your University during the conference “Modern management: problems and prospects”.

Using new up-to date methods of management allows companies to improve and increase their economical achievements.

Many companies need in improving their systems of management. However, they cannot do it themselves because of the lack of relevant experience and methods.

So, we decided to develop special program to help companies in the area of management.

This program is “Nine keys of business”

The main goal of this program is to show how we can build inexpensive and high quality system of management.

In the base of this program we put the following ideas of the standard ISO:

1. Understanding customers needs.
2. The leading role of top managers.
3. Involving employees.
4. Process approach.
5. Systematical approach to the management.
6. Constant improving.

The main idea of the program is the Formula of management system of the modern company.

Work of the company depends on the customers needs.

The results of activity are established by company itself.

Needs of customers and producers must be balanced well.

The executives must do everything to achieve the company goals.

Strategy is the base of the company development.

Employees are the most important resource of the company and its main advantage.

Corporate culture is the basis of any company.

The process of management is the basis of permanent improvement.

Control and self-control are the main mechanisms of reaching the company goals.

Technologies are very important for long life of the company.

Any company is an integral part of the society and lives according to its laws.

Here are the main tasks of this program:

1. Development of the place of the company and strategy of its development taking in account macro economical factors.
2. Development and applying the corporate culture.
3. Conducting the re-engineering business process of the company.
4. Development and introduction of motivation.
5. Development the criteria of the results on the base of the self-assessment.
6. Automatic of management system.
7. Development of the employee educational programs and systems of knowledge management.

The permanent process of upgrading of this program is led through the bench marketing club "Nine keys for business". Renovated materials are published on the Internet on the site of this club.

To ease the applying of this program we are creating the Guidebook that includes encyclopedia of the management methods and vocabulary.

The program of building of the modern system of management consists of 16 stages.

Stage 1. Determine the stage of the development of the company.

Stage 2. Positioning of the company on the modern market.

Stage 3. Development of the company policy.

Stage 4. Team creating.

Stage 5. Marketing policy.

Stage 6. Identification and re-engineering of the business process.

Stage 7. Manpower development.

Stage 8. Strengthening of the corporate culture.

Stage 9. Quality maintain system.

Stage 10. Development and introduction of the management accounts.

Stage 11. Self-assessment.

Stage 12. Checking the results of the process.

Stage 13. Monitoring.

Stage 14. Internal audit.

Stage 15. Top-managers control

Stage 16. Knowledge management.

Stage 1 is for taking decision about management of the company. During this stage we must determine the style and the extent of the Program applying.

Stages 2 and 3 are for determination of the further development of the company. Only top managers take part in these stages.

All program of reorganization is created during stages 4, 5 and 6.

New ways of management are created during stages 7, 8, 9 and 10.

Correction and analyzing of the reorganization are conducted during stages 11, 12, 13 and 14.

Stage 15 – feedback.

Stage 16 – exchange of the experience in the bench marketing club.

Every stage consists of three parts:

1. Theoretical part.
2. Analytical part.
3. Practical part.

In the theoretical part we must establish the content of the stage, goals and methods for solving our tasks.

In the analytical part the ways of task solving are analyzed and applied.

The practical part consists of the plans of the company reorganization.

The using of this program will allow:

For society

Create the system of experience exchange.

Adopt Russian companies to the BTO requirements.

Increase the profit and competitiveness of the company

Increase the attractiveness of the company for the outside investors and customers.

Raise the professional level of managers and employees.

Thanks for your kind attention and letting us tell you about our wonderful program in spite of our terrible English and poor pronunciation.

Special thanks to my great wife who found time to translate this bullshit into English))))