

Jonah Program®

5-day program

An original education offering of AGI – Goldratt Institute, the **Jonah Program®** has evolved significantly over the last 25 years. The evolution has been based on new understandings and application-based learnings, with the objective of making it a process that individuals and leadership teams could more easily learn and use to achieve their goals.

We consider our most recent upgrade to the **Jonah Program®** to be a breakthrough in this effort. Going back to our roots, we asked why people want to attend the **Jonah Program®**. Most said they would like to be able to think like Jonah – the character in *The Goal* who was able to help Alex develop “common-sense” solutions to address his problems. To think in that manner would help most every individual and leadership team to ask better questions and develop better, more actionable answers.

In *The Goal*, Jonah REALLY understood his subject matter. He knew the underlying principles that drive results in a production environment. He understood how dependency and variation interact to create the typical – probably too typical – outcomes. He knew how to explain this in ways that made it look like “common sense,” and he was able to use that understanding to lead a management team by asking the right questions.

With what he understood about the Rules of Engagement, Jonah could not only expose how the current Rules used by Alex’s management team were producing their performance problems, but what the new Rules would be to achieve their performance objectives. This enabled Jonah to lead them through the transition from current state to future state.

This is exactly where AGI’s **Jonah Program®** begins. Participants will understand the Rules of Engagement, not only for Production Management, but also for Project Management and Inventory Management. This understanding will then be used in combination with the two constructs of logical thinking – causality and necessity – to derive the connections between business function actions and business performance outcomes, thereby creating the ability to think and communicate like Jonah. The result will be a formidable advantage for any individual, leadership team, or organization.

With more than 30 years of education and evolutionary experience, AGI – Goldratt Institute is proud to make available the most advanced **Jonah Program®** since the character first appeared in *The Goal*.

*The **Jonah Program®** is designed for senior leaders and leadership teams from all business functions/functional areas of responsibility whose primary business is project-, production-, or inventory-based who want a better understanding of constraint-based decision making and its impact on business performance, and who want to be more effective at analyzing current-state realities and defining future-state scenarios.*

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It is a combination of two workshops:

- **Hanging Fire Expanded Workshop** (days 1-3) - ***Understanding why “Business” Systems Perform the Way They Do***, which provides the Rules of Engagement Jonah used when considering Production Management, Project Management, and Inventory Management
- **Executive Decision-Making Workshop** (days 4 and 5) - ***Transforming “Business” Performance by changing what we do, and why we do it***, which provides the ability to effectively connect Actions to Outcomes with identifiable sustainment factors, across all business functions.

Using a mixture of lecture, discussion, and application, the **Jonah Program**[®] is designed for individuals and leadership teams that want a better understanding of constraint-based decision making and its impact on business performance and want to be more effective at analyzing current-state realities and defining future-state scenarios.

For more information on the specifics of the **Hanging Fire Expanded Workshop** and the **Executive Decision-Making Workshop**, please see the corresponding descriptions.

Required Reading

Hanging Fire: Achieving Predictable Results in an Uncertain World
The Goal

Suggested Reading

Critical Chain

Other Requirements

Attendees should bring a laptop on which they have admin rights and can load PDF workshop material and a Java-based Simulator app.

Price

US\$4,000 per seat

Cancellation & Rescheduling Policy

AGI understands that occasionally circumstances require a change in schedule that results in a registrant not being able to attend a program as planned.

If you wish to CANCEL your registration and receive a full refund, you must submit your request via email to agi@goldratt.com at least 30 days prior to the program start date. If you submit your request 15 to 29 days before the program start date, you will receive a refund equal to 50% of the full program fee. If you submit your request within 14 days of the program start date, you are not eligible to receive a refund.

If you wish to RESCHEDULE your registration to a LATER date at no charge, you must submit your request via email to agi@goldratt.com at least 30 days prior to the program start date. If you submit your request 15 to 29 days before the start of the program, you will be charged a change fee of 10% of the full program fee. If you submit your request within 14 days of the program start date, you will be charged a change fee of 25% of the full program fee.

For those who have RESCHEDULED to a later date, and then wish to CANCEL, no refund will be given.

You may RESCHEDULE your registration to an EARLIER date at any time if space is available. There is no fee for this change.

You may REPLACE yourself with another attendee at any time at no charge.