



The Logical Thinking Process

A Five-Day Workshop Leading to Self-Sufficiency in the Logical Thinking Process

Developed by E.M. Goldratt

Sponsored and hosted by

Catalysts

Linz, Austria

The Logical Thinking Process Workshop

Developed by Dr. Eliyahu M. Goldratt, the logical thinking process is the most comprehensive tool available for quickly identifying and breaking system constraints—the factors that limit the success of an entire business.

The thinking process is a five-tool method for enabling anyone in any kind of organization to determine:

- What **SHOULD** be happening?
- **WHAT** to change?
- What to change **TO**?
- **HOW** to effect the change?

WHAT ARE WE TRYING TO ACHIEVE?

Intermediate Objectives Map. Establishes a Goal-Critical Success Factor-Necessary Condition hierarchy as a benchmark for assessing change.

WHAT'S THE PROBLEM?

Current Reality Tree. Reveals root causes of the undesirable outcomes or performance we see in any system—the constraint preventing improved performance.

WHAT DO WE DO ABOUT IT?

Evaporating Cloud. Identifies and resolves both overt and hidden conflict perpetuating root causes of undesirable outcomes. Helps create *new, lasting* solutions to chronic problems.

Future Reality Tree. Structures a “master change plan” and logically verifies that proposed solutions will work before resources are invested in them. Identifies possible adverse side effects of the proposed solution and ways to avoid them.

HOW DO WE IMPLEMENT?

Prerequisite Tree. Uncovers obstacles to executing the change plan and helps create ways around the obstacles. Time-sequences the indispensable actions required to overcome obstacles.

Execution/Change Management. Converting new ideas into solutions; managing decision-maker expectations; overcoming resistance to change.



There are two basic applications of the Logical Thinking Process: problem-solving in complex systems and strategy development/deployment. The methodology is completely “transparent” to the use for which you intend it, and so is the learning process.

Participants are asked to bring to the workshop an issue of personal interest and importance to themselves, either a real-world complex system problem or a strategy development situation. You will be learning the Logical Thinking Process as you solve your complex problem or develop your strategy

WHAT YOU WILL BE ABLE TO DO AFTER COMPLETING THIS COURSE

- Successfully *identify* the *true causes* of unsatisfactory outcomes in *YOUR* system, whether personal or professional, using logical, verifiable cause-and-effect
- Identify and *resolve* daily and chronic *conflicts* that hinder you from achieving your goals
- Evaluate the potential for success *before* initiating change (*risk mitigation*), either in your personal life or in your organization
- *Uncover the pitfalls* that could result from any change you might consider making and determine what you should do to “navigate” around them
- *Identify the “roadblocks”* to change and the ways to overcome them (and in what order)
- *Lay out* a detailed *implementation plan* for change and persuade others to help with it
- *Improve your odds* of success before even beginning to take action
- Quickly identify *questionable or ill-considered proposals* from others

WHO SHOULD ATTEND?

- Executives with strategic or tactical leadership responsibilities
- Strategic planners
- Internal or external change agents responsible for facilitating strategy development
- Entrepreneurs

WHEN AND WHERE?

- Steinbergen Hotel, Linz, Austria. Contact Catalysts for more information.
- The workshop consists of five 8-hour days (8:00 AM to 4:00 PM) in two sessions with a Saturday between them...Wednesday through Friday, and Sunday through Monday.

FEE: €3,200 per person.

Attendees are responsible for their own travel and meals. Hotel information will be provided upon request.

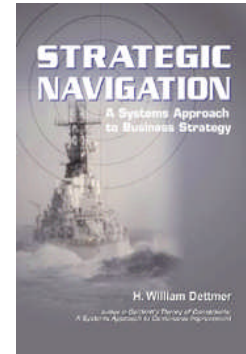
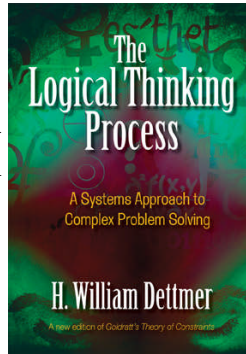
INFORMATION AND REGISTRATION

For more information and to register, contact:

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INSTRUCTOR

H. WILLIAM DETTMER. Internationally renowned consultant in the application of constraint management. Author of five books on the Theory of Constraints, including *Goldratt's Theory of Constraints*, *Breaking the Constraints to World-Class Performance*, *Strategic Navigation*, and *The Logical Thinking Process*.



These two text books (and logic tree software) are provided...

May 2009

Sunday - 3	Monday - 4	Tuesday - 5	Wednesday - 6	Thursday - 7	Friday - 8	Saturday - 9
		<p>Arrive Linz, Austria</p>	<ul style="list-style-type: none"> • Introduction to the Thinking Process • Categories of Legitimate Reservation • Intermediate Objective (IO) Map 	<ul style="list-style-type: none"> • Current Reality Tree 	<ul style="list-style-type: none"> • Current Reality Tree (cont'd) • Evaporating Cloud 	<p>Rest & Recuperation</p>

Sunday - 10	Monday - 11	Tuesday - 12	Wednesday - 13	Thursday - 14	Friday - 15	Saturday - 16
<ul style="list-style-type: none"> • Future Reality Tree • Negative Branch 	<ul style="list-style-type: none"> • Prerequisite Tree • Transition Tree (overview) • Changing the Status Quo Using the Thinking Process 	<p>Depart Linz, Austria</p>				

The Thinking Process Workshop was absolutely brilliant on a number of fronts. Firstly, Bill Detmer and the materials he covered were truly world-class. Bill has been on the cutting edge of the development and use of the TOC Thinking Process for the last decade and it shows. For me, Bill most definitely encapsulates all of the best qualities you could want in a teacher:

- Unparalleled knowledge of both the theoretical and practical aspects of the subject matter derived from decades of actual experience in a diverse and complex range of fields (not to mention all of the valuable lessons, tips, and techniques that were born of that experience).
- A generous heart and a great passion for teaching. Bill is the type of person that will go beyond the call of duty to help his students succeed and move toward their goals.
- An ability to distill complexities to a point where the concepts can be easily understood and integrated into a student's thinking. As Johann Wolfgang von Goethe puts it: "*What is not fully understood is not possessed.*" I can guarantee you that by the end of one of Bill's workshops, you will not have a motivated student walk away feeling like they have not totally embraced and internalized the subject matter.
- Always eminently prepared.
- Albert Einstein said: "*Teaching should be such that what is offered is perceived as a valuable gift and not as a hard duty.*" The difficulty in teaching a subject matter such as the Thinking Process should not be underestimated...being able to do so without having the learning experience deteriorate into "hard duty" is a challenge that I doubt few would be able to conquer. Again, I must take my hat off to Bill.
- Last but not least, Bill has a great ability to create a learning environment that is safe, fun, and that inspires a great amount of trust and positive interaction among the participants.

—Daniel Want, Sydney, Australia, February 2008