

Signature Series Seminars™

Integrated Product Teams - Separating Fact From Fad

Among the latest management techniques to hit “fad” status, the Integrated Product team (IPT) is an effective method an organization can use to improve efficiency, morale, customer satisfaction and profits. But like all management methodologies that reach “fad” status, the IPT is all too often implemented poorly. We’ll help you manage your IPT better.

In this seminar, you’ll learn:

- What makes a “winning team”;
- Ways to determine whether the IPT structure is right for you, your people and your organization;
- Techniques for successfully implementing IPT’s in your organization; and
- How to make your customer(s) an active part of your team;

Are you contemplating implementing an Integrated Product Team (IPT) structure in your organization? Are you working in an IPT environment, but performance is still not meeting expectations? Are you having trouble getting your organization to recognize the benefits the IPT brings to the table?

If these sound familiar to you, then this seminar is for you in this course, you’ll learn:

- *What Makes a “Winning Team”*. Understand the characteristics of well structured, smoothly running teams. Learn how to evaluate and improve your team.
- *To Determine if IPT’s Are Right For Your Organization*. Although an effective approach in the right situations, IPT’s aren’t a cure-all. When you complete this course, you’ll know if they’ll work for your organization
- *Techniques For Successfully Implementing IPT’s* in your organization. You’ll understand how to prepare for the change to IPT’s; learn ;
- *How to Make Customers Active Team Members*. Customers can be a critical member of an effective

team...but they can also be a fatal problem. We’ll teach you how to get your customers participating effectively in your IPT’s.

- *Ways to Get Senior Management Support*. Although it’s difficult to get results from any organization without executive support; it’s nearly impossible with IPT’s. We’ll discuss ways to successfully “sell” the idea to executive management before you waste time, money and morale changing over.
- *How to Recognize Team Players*...and what to do about those folks who aren’t. Not everyone has the personality or ability to work well in a team setting. We’ll give you the tools to identify those folks and provide practical suggestions



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