



VIỆN QUẢN TRỊ TINH GỌN GKM

Công Ty TNHH GKM Việt Nam

Làm cuộc sống tốt đẹp hơn

MADE IN VIETNAM LEAN MANAGEMENT FOR ENHANCING PRODUCTIVITY AND SUSTAINABLE DEVELOPMENT OF ENTERPRISES IN VIETNAM

Dr. Nguyen Dang Minh

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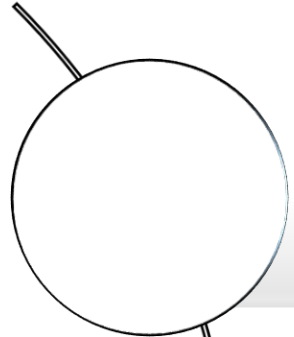


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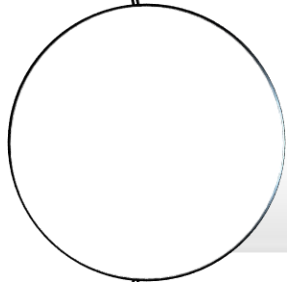
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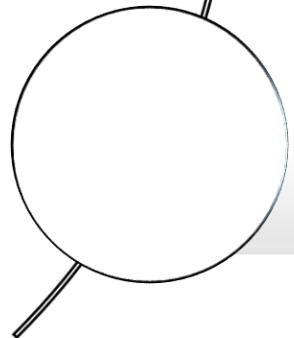
CONTENTS



**THE ROAD TO
MADE IN VIETNAM LEAN MANAGEMENT**



MADE IN VIETNAM LEAN MANAGEMENT



CASE STUDY



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THE ROAD TO MADE IN VIETNAM LEAN MANAGEMENT

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1998: GRADUATION OF HANOI UNIVERSITY OF SCIENCE AND TECHNOLOGY (AUTOMOBILE TECHNOLOGY)



Forming scientific research thinking gradually



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2002: GRADUATION OF HONDA INTERNATIONAL TECHNICAL SCHOOL, JAPAN (CAR REPAIRING AND TRADING TECHNOLOGY)



Understanding vocational culture, methods of vocational training, profession of the profession



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Làm cuộc sống tốt đẹp hơn

2004: GRADUATION OF MASTER DEGREE, THE UNIVERSITY OF TOKYO, JAPAN (INDUSTRIAL ENGINEERING)



東京大学
THE UNIVERSITY
OF TOKYO



Develop scientific thinking of technological improvement and innovation



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Làm cuộc sống tốt đẹp hơn

2004: JOIN TOYOTA MOTOR CORPORATION, JAPAN, WORKING AT PRODUCTION ENGINEERING DIVISION (2004-2011)



***Get in touch with Toyota Production System, Understanding the content of
Made in Japan Lean Management***



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RESEARCH OF PRODUCTION ENGINEERING TECHNOLOGY AND LEAN MANAGEMENT

Research of Lean management applying for developing countries



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Làm cuộc sống tốt đẹp hơn

2009: GRADUATION OF DOCTOR DEGREE OF BUSINESS ADMINISTRATION, NAGOYA UNIVERSITY (2006-2009)



Discovered that Lean management is not only can applied for enterprises but can applied for country management and family management. Forming passion of doing research on the topic of application of lean management for those areas.



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Làm cuộc sống tốt đẹp hơn

2011: RETURNED VIETNAM, LECTURER, VICE DEAN, SCHOOL OF BUSINESS ADMINISTRATION, VNU-UEB



BUILDING MADE IN VIETNAM LEAN MANAGEMENT FROM PRACTICAL VIETNAMESE ENTERPRISES/ ORGANIZATIONS



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2015: CHAIRMAN OF ADVISORY BOARD

GKM LEAN INSTITUTE, GKM VIETNAM CO.,LTD



BUILDING MADE IN VIETNAM LEAN MANAGEMENT FROM PRACTICAL VIETNAMESE ENTERPRISES/ ORGANIZATIONS



Make life better through Made in Vietnam Lean management application

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MADE IN VIETNAM LEAN MANAGEMENT

NATION MANAGEMENT

Module 1: Building Philosophy,
lean development strategy

Module 2: Implement lean nation
management

ENTERPRISE MANAGEMENT

Module 1: Tam the, philosophy,
Made in Vietnam lean thinking

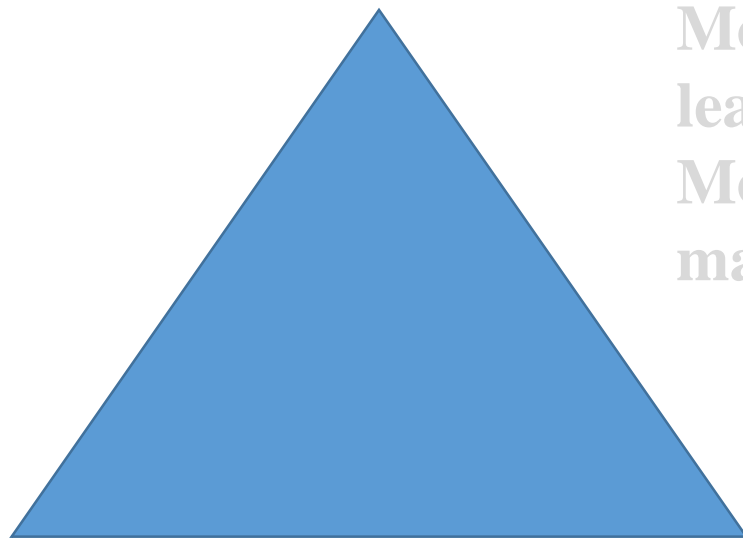
Module 2: Lean strategy

Module 3: Lean Human

Resource

Module 4: Science of Problem
Solving based on lean thinking

Module 5, 6,7



*Source: Nguyễn Đăng
Minh, made in
Vietnam Lean
Management in
Vietnam, GKM Lean
Institute*

FAMILY MANAGEMENT

Module 1: Organizing lean life
style

Module 2: Orientation of
children lean career
development

....



MADE IN VIETNAM LEAN MANAGEMENT

NATION MANAGEMENT

Module 1: Building Philosophy,
lean development strategy

Module 2: Implement lean nation
management

ENTERPRISE MANAGEMENT

Module 1: Tam the, philosophy,
Made in Vietnam lean thinking

Module 2: Lean strategy

Module 3: Lean Human

Resource

Module 4: Science of Problem

Solving based on lean thinking

Module 5, 6, 7

Source: Nguyễn Đăng
Minh, made in
Vietnam Lean
Management in
Vietnam, GKM Lean
Institute

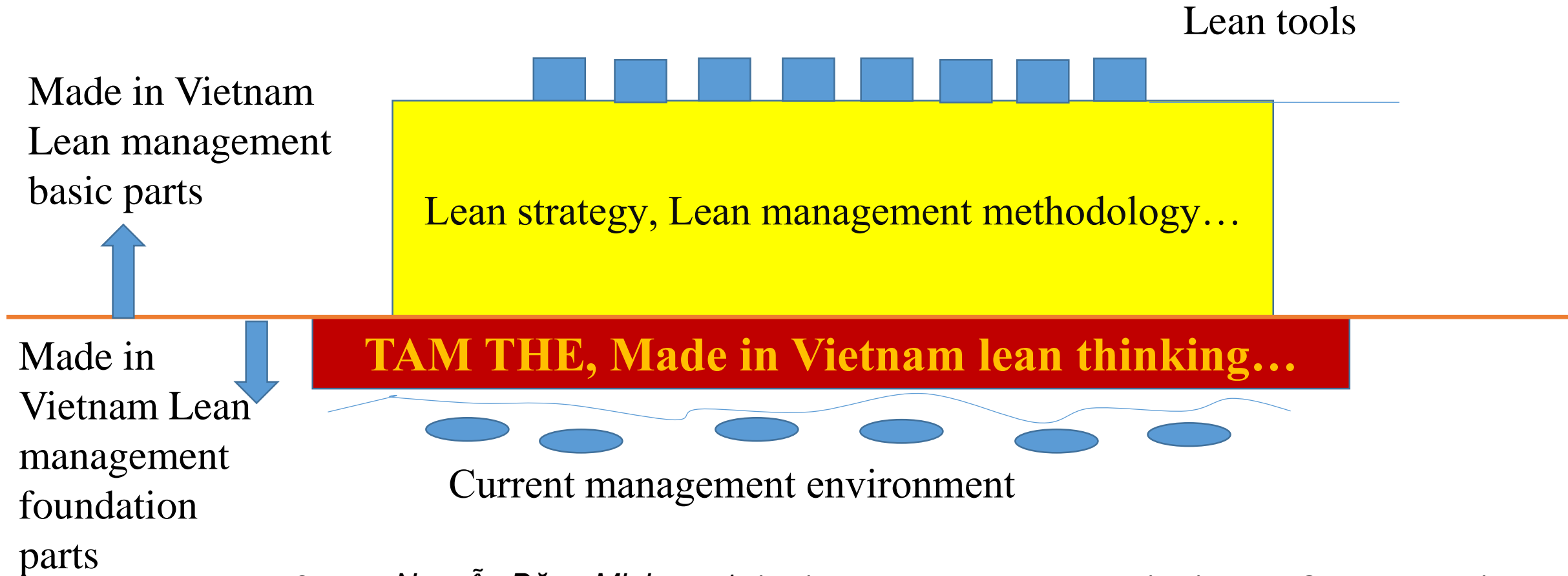
FAMILY MANAGEMENT

Module 1: Organizing lean life
style

Module 2: Orientation of
children lean career
development



MADE IN VIETNAM LEAN MANAGEMENT SYSTEM



Source: Nguyễn Đăng Minh, Made in Vietnam Lean Management in Vietnam, GKM Lean Institute



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Làm cuộc sống tốt đẹp hơn

TAM THE - ORIGINAL MANAGEMENT CONCEPT

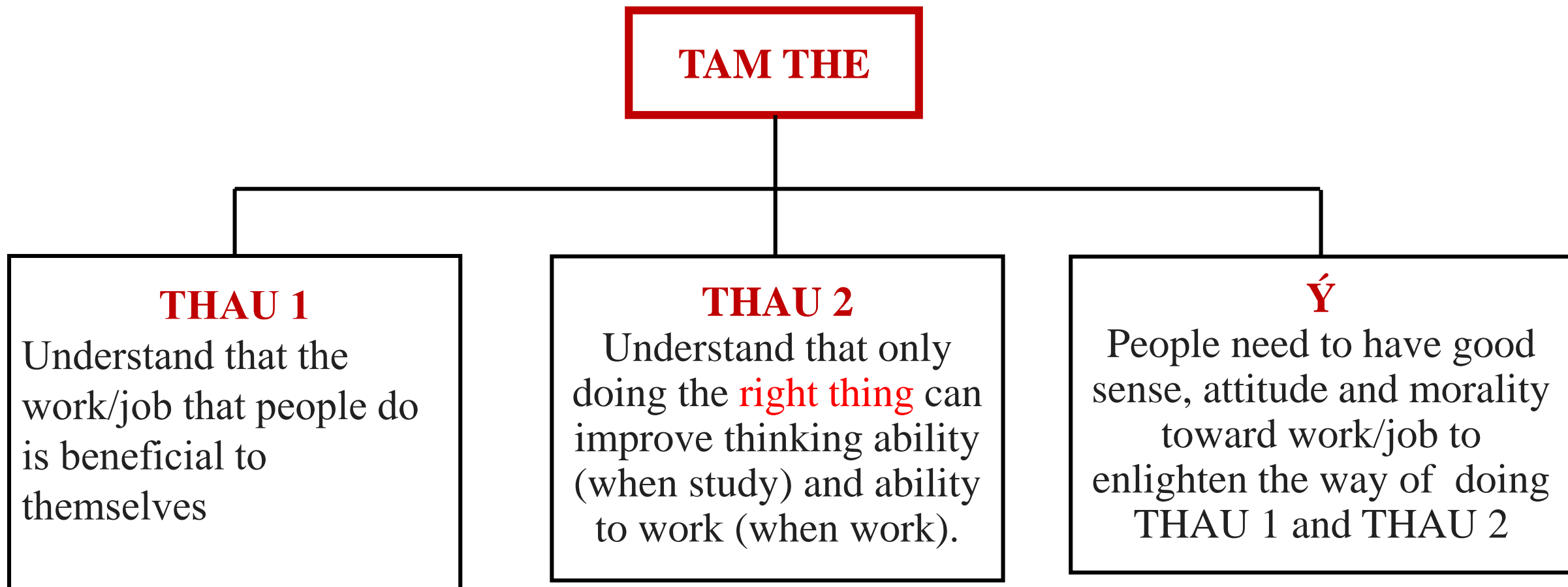
FOUNDATION OF MADE IN VIETNAM LEAN MANAGEMENT



$$F(x) = X1 + X2 + X3$$

$$\text{TAM THE} = \text{THAU 1} + \text{THAU 2} + \text{Y}$$

(Source: Nguyễn Đăng Minh (2015), *Lean Management in Vietnam, the Road to Success* (Book in Vietnamese))





TAM THE is not natural born, very easy to lose, need to be educated from three different domains: FAMILY, SCHOOL (ENTERPRISES), and SOCIETY.

TAM THE		
FAMILY <ul style="list-style-type: none">• Education• Maintain• Development	SCHOOL (ENTERPRISES) <ul style="list-style-type: none">• Education• Maintain• Development	XÃ HỘI <ul style="list-style-type: none">• Propaganda• Orientation

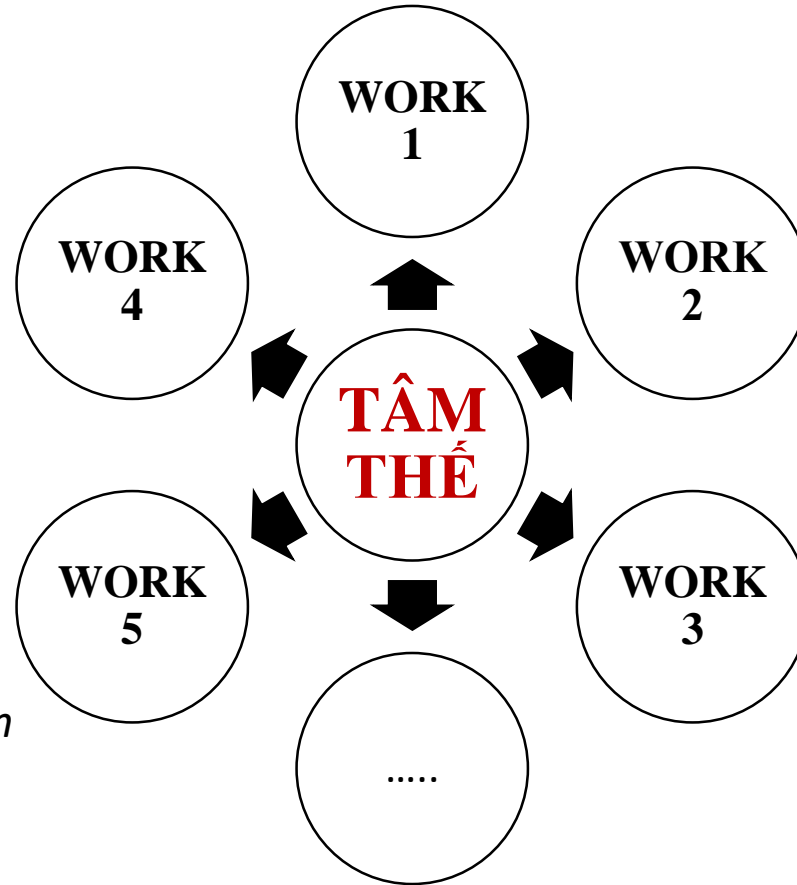


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TAM THE OF THINGS (ToT)



(Source: Nguyễn Đăng Minh (2015), Lean Management in Vietnam, the Road to Success (Book in Vietnamese))

TAM THE OF THOUSAND OF WORKS, POSITIONS....



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Làm cuộc sống tốt đẹp hơn



**Using TAM THE power for turning people thinking to same direction
of doing work/job with TAM THE**

(Source: Nguyễn Đăng Minh (2015), Lean Management in Vietnam, the Road to Success (Book in Vietnamese))



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Làm cuộc sống tốt đẹp hơn

MADE IN VIET NAM LEAN THINKING/PHYLOSOPHY

FOUDATION OF

MADE IN VIET NAM LEAN MANAGEMENT



MADE IN VIET NAM LEAN THINKING/PHYLOSOPHY

The Made in Vietnam lean management philosophy is the philosophy of gaining profit and creating added value for company/organization by utilizing employees' intellectual abilities to continuously improve the business process to minimize waste costs (both tangible and intangible):

$$\begin{aligned} \text{Profit} \uparrow &= \text{Revenue} \rightarrow \rightarrow \rightarrow - \text{Cost} \downarrow & (1) \\ \text{Costs} \downarrow &= \text{Actual costs} + \text{Waste} \downarrow & (2) \\ \text{Waste} \downarrow &= \text{Tangible waste} \downarrow + \text{Intangible waste} \downarrow & (3) \end{aligned}$$

(Source: Nguyễn Đăng Minh (2015), *Lean Management in Vietnam, the Road to Success* (Book in Vietnamese))



COST OF WASTE

Cost of Intangible Waste

- Thinking patterns (shortage of development thinking for business, afraid to think of change, conservative and traditional thinking)
- Working methodology to operate the business)
- Missing opportunities (growth chances and business opportunities)

Cost of Tangible Waste

- Unnecessary inventory
- Overproduction
- Waiting time, unnecessary transportation and movement
- Defects...



MADE IN VIETNAM LEAN MANAGEMENT SYSTEM INCLUDES:

- 1. MADE IN VIET NAM LEAN PHYLOSOPHY***
- 2. MADE IN VIETNAM LEAN STRATEGY***
- 3. MADE IN VIET NAM LEAN HUMAN RESOURCE MANAGEMENT***
- 4. MADE IN VIETNAM LEAN 5S MANAGEMENT***
- 5. MADE IN VIETNAM INNOVATION, KAIZEN***
- 6. SCIENCE OF PROBLEM SOLVING***

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APPLICATION OF MADE IN VIET NAM LEAN MANAGEMENT IN ENTERPRISES IN VIETNAM



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Làm cuộc sống tốt đẹp hơn

SOME INFORMATION FROM WEBSITE OF ENTERPRISES/ORGANIZATIONS IN VIETNAM

1. THACO Trường Hải

<http://www.truonghaiauto.com.vn/vi/truyen-thong/tin-tuc-hoat-dong/2A1445/khoa-dao-tao-quan-tri-tinh-gon-tai-kph-chu-lai.aspx>

<http://thacogroup.vn/vi/truyen-thong/tin-tuc-hoat-dong/029605/hop-chuyen-de-tam-the-va-quan-tri-tinh-gon-tai-kph-chu-lai.aspx>

2. MK Smart

<http://mksmart.com.vn/tin-mk-smart/khoa-dao-tao-quan-tri-tinh-gon.html>

3. Công ty Tân Phát

<http://www.tanphat.com/dao-tao-quan-tri-tinh-gon-made-in-vietnam-tai-tan-phat/>

4. Hiệp hội Bia – Rượu – Nước giải khát Việt Nam

http://www.vba.com.vn/index.php?option=com_content&view=article&id=25881:qun-tr-tinh-gn-made-in-vietnam--ng-ti-thanh-cong&catid=113:le-hoi-duvn-2013&Itemid=185

5. Các doanh nhân Nghệ An

<http://www.baonghean.vn/kinh-te/201708/ap-dung-quan-tri-tinh-gon-5s-made-in-viet-nam-va-san-xuat-kinh-doanh-2835914/>

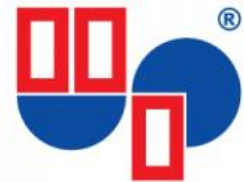


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LeGroup



TAN PHAT EQUIPMENT

**KHỐI DOANH NGHIỆP
SẢN XUẤT**



**KHỐI DOANH
NGHIỆP DỊCH VỤ**



JULIE SANDLAU VIETNAM 





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TRUONG HAI AUTO CORPORATION



MADE IN VIETNAM LEAN MANAGEMENT IN THACO





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Làm cuộc sống tốt đẹp hơn

TRAINING MADE IN VIETNAM LEAN MANAGEMENT AT TRUONG HAI AUTO (Oct, 2015)




<http://www.truonghaiauto.com.vn/vi/truyen-thong/tin-tuc-hoat-dong/2A1445/khoa-dao-tao-quan-tri-tinh-gon-tai-kph-chu-lai.aspx>

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Investigate detailed information on the actual operational situation, problems, existing issues to develop practical training programs, counseling for trainees, and **consulting for top managers of the Chu Lai Complex** Truong Hai Auto about Made in Vietnam Lean Management System



Truong Hai people (manager and employee) acquired the knowledge, skills and methods of Made in Vietnam lean management system, **applied directly in every day operations to improve their productivity**


The screenshot shows the website of THACO (Truong Hai Auto Corporation). The page title is "TRUYỀN THÔNG" (News). The main article is titled "Tin tức hoạt động" (News) and "Khóa Đào tạo Quản trị tinh gọn tại KPH Chu Lai" (Lean Management Training Course at KPH Chu Lai). The article text states: "Trong 2 ngày 17&18/10/2015, tại Văn phòng điều hành THACO Chu Lai đã diễn ra Khóa đào tạo Quản trị tinh gọn dành cho hơn 60 thành viên là đội ngũ cán bộ A7, tiềm năng tại KPH Chu Lai - Trường Hải với sự hướng dẫn của Tiến sĩ Nguyễn Đăng Minh - Trưởng nhóm nghiên cứu về 'Áp dụng quản trị tinh gọn tại doanh nghiệp Việt Nam'." Below the text is a photograph of a large training session in a conference room with many participants seated at tables, facing a stage with a presentation screen.

Source:
<http://www.truonghauto.com.vn/vi/truyen-thong/tin-tuc-hoat-dong/2A1445/khoa-dao-tao-quan-tri-tinh-gon-tai-kph-chu-lai.aspx>



RESULTS OF APPLICATION OF MADE IN VIETNAM LEAN MANAGEMENT IN THACO TRUONG HAI AUTO

IN THE YEAR OF 2016:

Implemented more than 300 solutions to eliminate wastes (tangible and intangible waste)

Implemented more than 100 technical improvement (kaizen).



Improve productivity

Eliminate/reduce waste

Reduce inventory

Reduce assembly cost

**Reduce manufacturing talk time
and cycle time...**

Enhancing enterprise efficiency



RESULTS OF APPLICATION OF MADE IN VIETNAM LEAN MANAGEMENT IN THACO TRUONG HAI AUTO



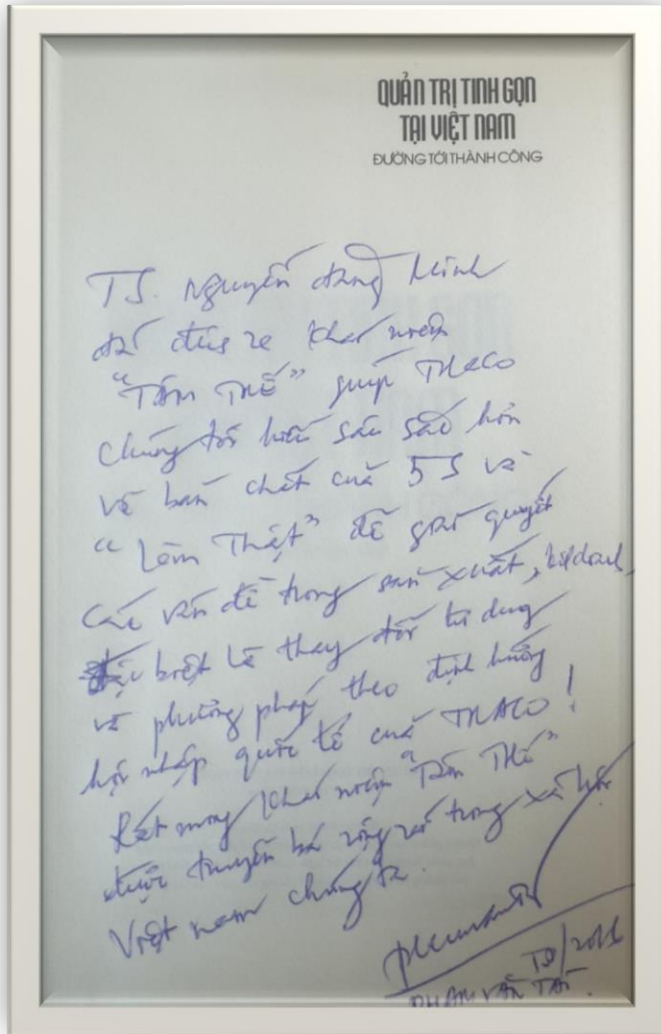
Source:
<http://www.truonghaiauto.com.vn/vi/truyen-thong/tin-tuc-hoat-dong/2A1445/khoa-dao-cao-quan-tri-tinh-gon-tai-kph-chu-lai.aspx>



Source:
<http://thacogroup.vn/vi/truyen-thong/tin-tuc-hoat-dong/029605/hop-chuyen-de-tam-the-va-quan-tri-tinh-gon-tai-kph-chu-lai.aspx>



FROM MANUFACTURING TO SERVICE



Dr. Nguyen Dang Minh has invented the management philosophy of "TAM THE" to help THACO understand more deeply about the nature of 5S and "DO THE RIGHT THINGS" to solve problems in production and business, especially changing our thinking from our conventional way to made in Vietnam lean thinking way following international integration of THACO.

We hope that the management philosophy of "TAM THE" is widely introduced in our society

Mr. Pham Van Tai
Deputy Director of THACO
General Director of Chu Lai Complex, THACO



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JULIE SANDLAU VIETNAM 

JULIE SANDLAU VIET NAM

PROCESS OF IMPLEMENTATION CONSULTANCY



Investigation

Dào tạo	Thực hiện
<ul style="list-style-type: none"> - Đào tạo T.O.T - Đào tạo trưởng công nhân 	<ul style="list-style-type: none"> - Thực hiện thí điểm tại một vài bộ phận, sau thực hiện đồng loạt toàn bộ nhà máy - Hoạt động hỗ trợ: Chính sách khen thưởng, đào tạo nhân lực... - Kiểm tra, đánh giá
<ul style="list-style-type: none"> - Đào tạo T.O.T - Đào tạo trưởng công nhân - Đánh giá đào tạo - Chuẩn công đào tạo 	<ul style="list-style-type: none"> - Thực hiện thí điểm tại một vài bộ phận, sau thực hiện đồng loạt toàn bộ nhà máy - Hoạt động hỗ trợ: Chính sách khen thưởng, tạo niềm tin, đồng hành đồng 5S, trợ tư kỹ thuật - Kiểm tra, đánh giá, Cải tiến
<ul style="list-style-type: none"> - Đào tạo T.O.T - Đào tạo trưởng công nhân 	<ul style="list-style-type: none"> - Đánh giá quan hành vi - Các chính sách, hoạt động hỗ trợ tư pháp công ty - Đào tạo nhân lực, trợ tư, xây dựng văn hóa

**Building
 Consulting
 program**



Training



Implementation



Valuation



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RESULT OF APPLICATION



BEFORE



BEFORE



BEFORE

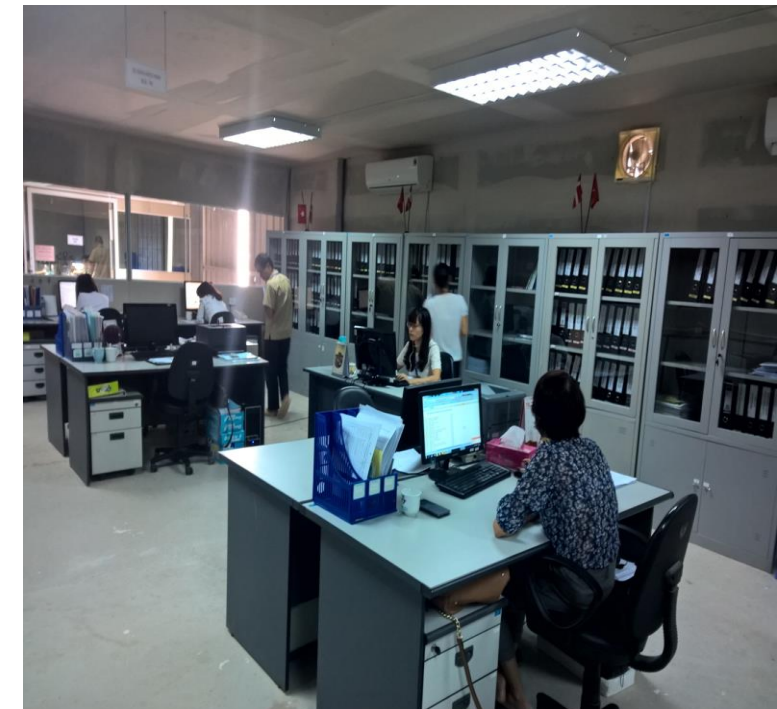
RESULT OF APPLICATION



AFTER



AFTER



AFTER



RESULT OF APPLICATION

99 Kaizen (improvement)
has been implemented in the
year of 2015-2016



**Improved 50% of
productivity after 6
months of
implementation**



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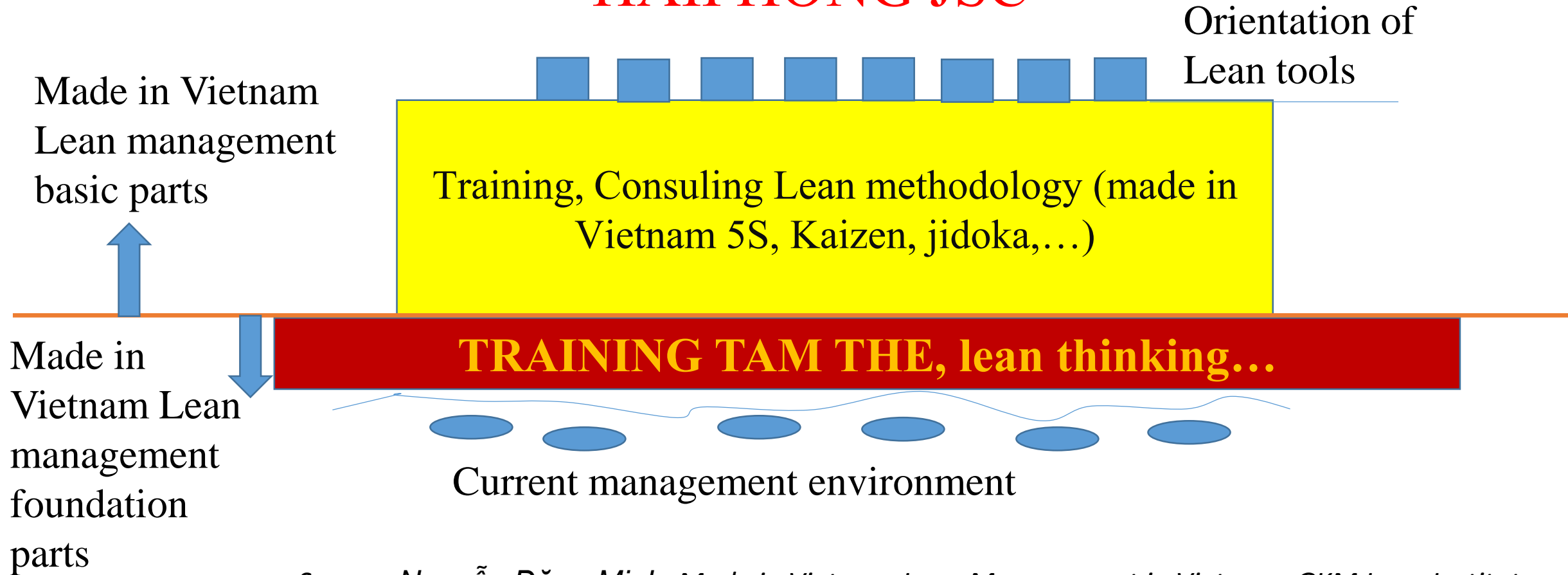
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Làm cuộc sống tốt đẹp hơn

HAI PHONG JSC



MADE IN VIETNAM LEAN MANAGEMENT IN HAIPHONG JSC



Source: Nguyễn Đăng Minh, Made in Vietnam Lean Management in Vietnam, GKM Lean Institute

CHANGE THE PRODUCT BASED ON MADE IN VIETNAM LEAN THINKING



INTERN (JISHUSEI)



ĐÔNG DƯ MƠI (ドンズーモイ)

Building Tam the for Intern people, cut down on wasted thinking of only goto Japan for earning money, promote start up business when returning



The screenshot shows the Hai Phong JSC website. The main banner features the Hai Phong logo and the text 'TUYÊN DỤNG VIỆC CHI PHÍ THẤP XUẤT CẢNH MỚI KHỎI'. Below the banner is a navigation menu with 'TRANG CHỦ', 'HẢI PHONG JSC', 'TRUNG TÂM NHẬT BẢN', and 'TUYÊN DỤNG NHẬT BẢN'. The main content area displays a recruitment program titled 'CHƯƠNG TRÌNH TIẾP SỨC KHỞI NGHIỆP ĐÔNG DƯ MƠI'. This program is visualized as a tree growing from left to right, representing the progression from 'Sinh viên tốt nghiệp CD-DH' to 'VIỆT NAM'. The stages are: 'HẢI PHONG 6 tháng' (TƯ DUY + KIẾN THỨC), 'NHẬT BẢN 3 năm' (ĐÌNH HƯỚNG + KỸ NĂNG), and 'VIỆT NAM' (KINH NGHIỆM + TIẾNG NHẬT). The final goal is 'TƯƠNG LAI' (THU NHẬP + KHỞI NGHIỆP).



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TRAINNING TAM THE AND DONG DU MOI



TRAINING TAM THE, DONG DU MOI, ORIGINAL EDUCATION OF ORIENTATION OF GOING TO JAPAN, LIFE DESIGN FOR TEACHERS AND STUDENTS AT HAI PHONG

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APPLICATION OF 5S MADE IN VIETNAM AND DONG DU MOI ACTIVITIES

❖ オリジナル教育

④ 将来設計教育

- ◆ 実習生は日本に行く前に目標、計画を立てる。
- ◆ 日本での実習期間に常に自分の目標を確認し、自分の将来設計に近づける。
- ◆ 実習にまじめに取り組み、技能移転のレベルを上げる。
- ◆ 実習中に日本語能力試験N 2やN 3を取得することにより帰国後のチャンスが広がる。

HAI PHONG 起業支援プログラム
ドンズーモイ

5S MADE IN VIETNAM

5
TÂM THỂ
タムテ

⑤ 5S MADE IN VIETNAM教育

- ◆ ベトナム人に分かりやすい5 S。
- ◆ 『整理・整頓・清掃』の3 Sを実行する。
- ◆ 「チュンホア」とは、『整理・整頓・清掃』を標準化すること。
- ◆ 「タムテ」とは、『チュンホア』の目的・意味・意識・心捕えを成育し、従って、常に『チュンホア』を確実に実行することにつながる。

RESULTS

IMPROVE THE COMPANY PRODUCTIVITY

GET MORE ORDERS FROM JAPANESE CUSTOMERS

EMPLOYEES AND STUDENTS HAVE BETTER EMOTION OF LOVING COMPANY



RESULTS

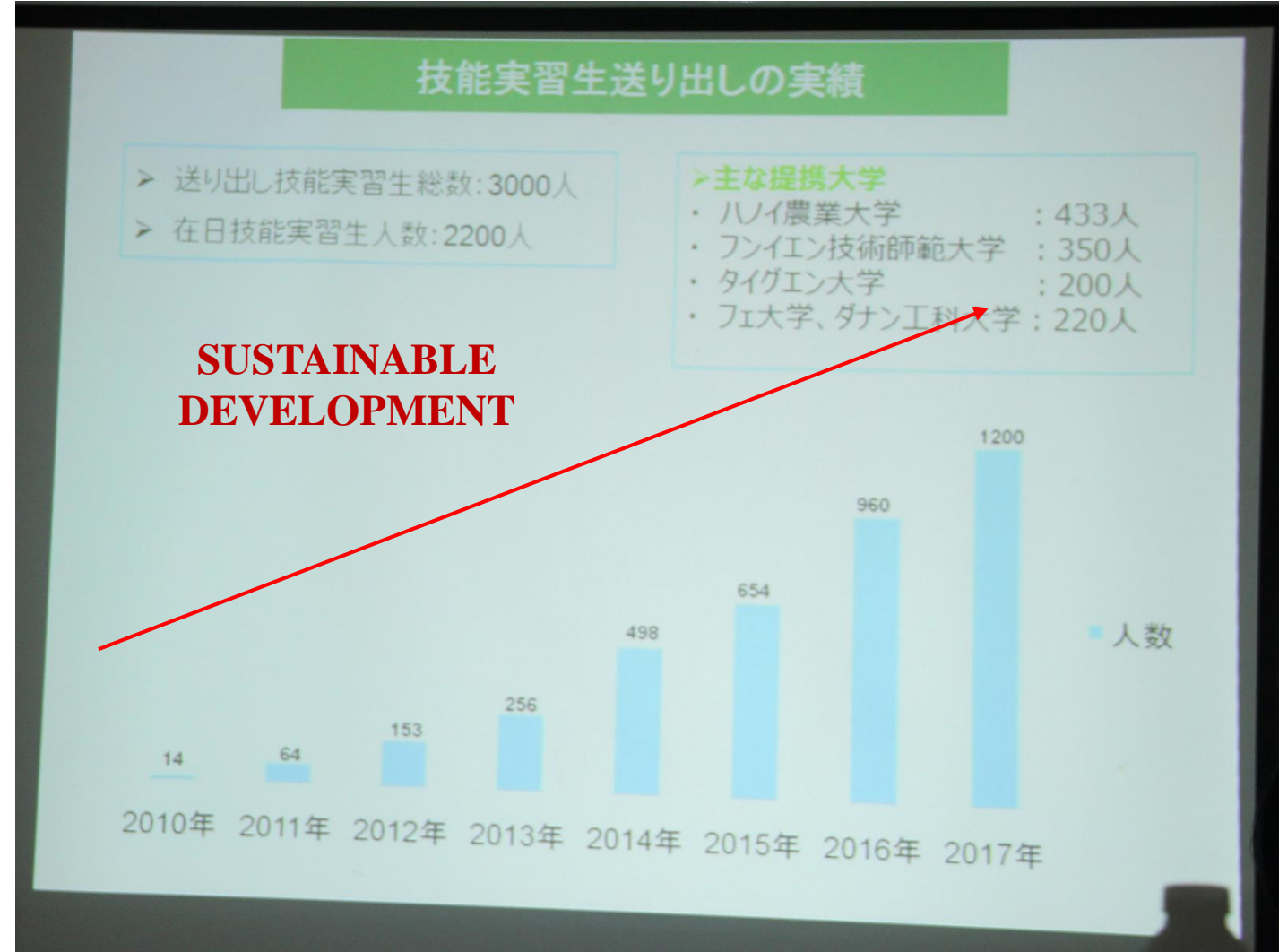
IMPROVE PRODUCTIVITY (30%)

REDUCE WASTE IN TRAINING OF

INTERN PEOPLE

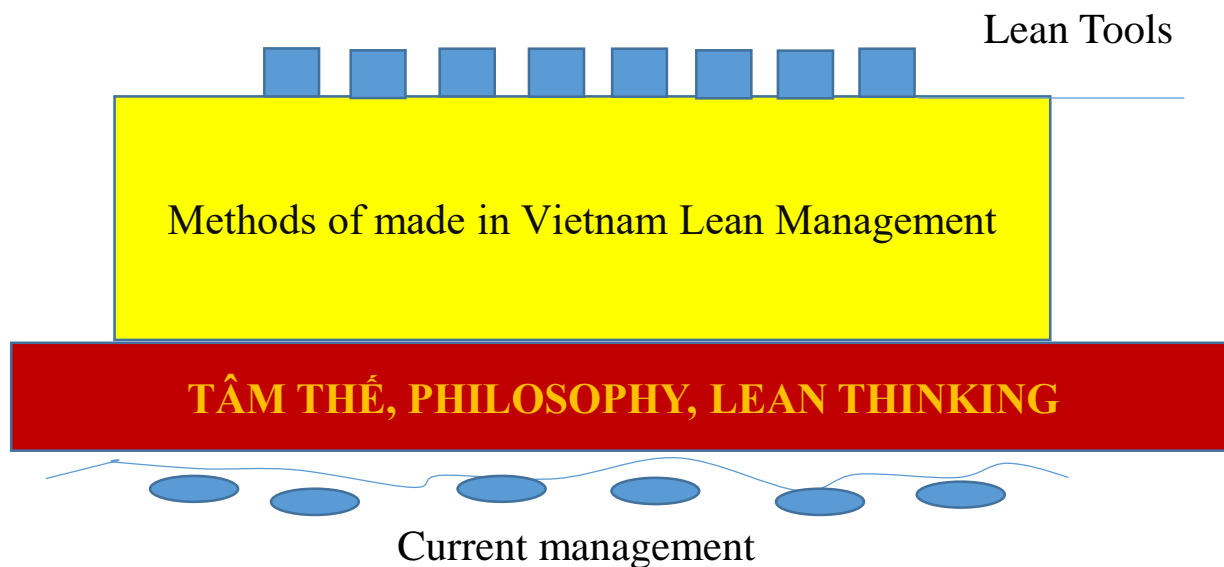


SUSTAINABLE DEVELOPMENT

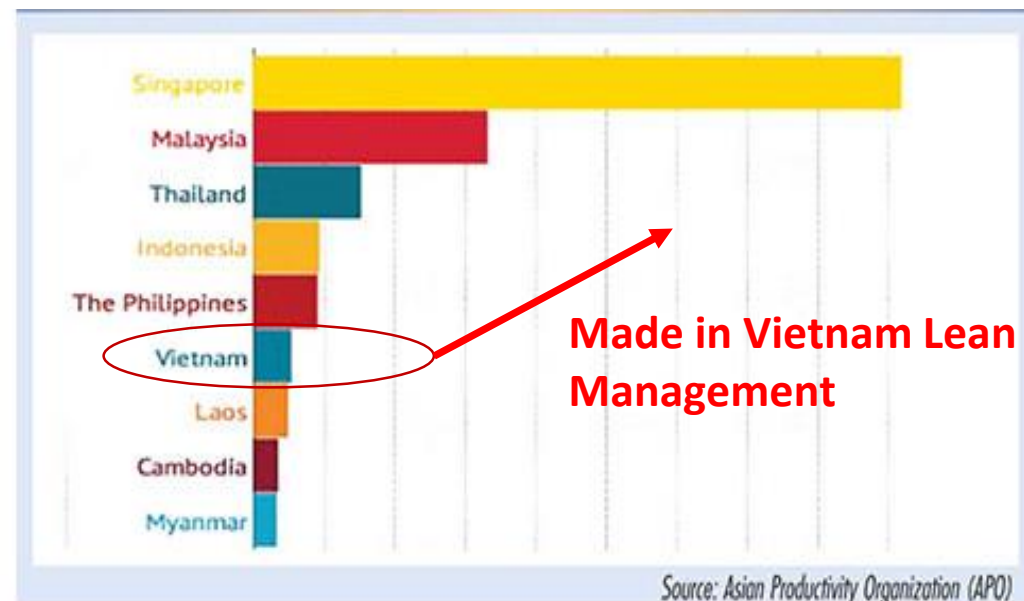


CONCLUSIONS

Based on success application of made in Vietnam Lean Management in enterprises in Vietnam , Made in Vietnam Lean Management will enhancing productivity and sustainable development of enterprises in Vietnam



Regional productivity per worker





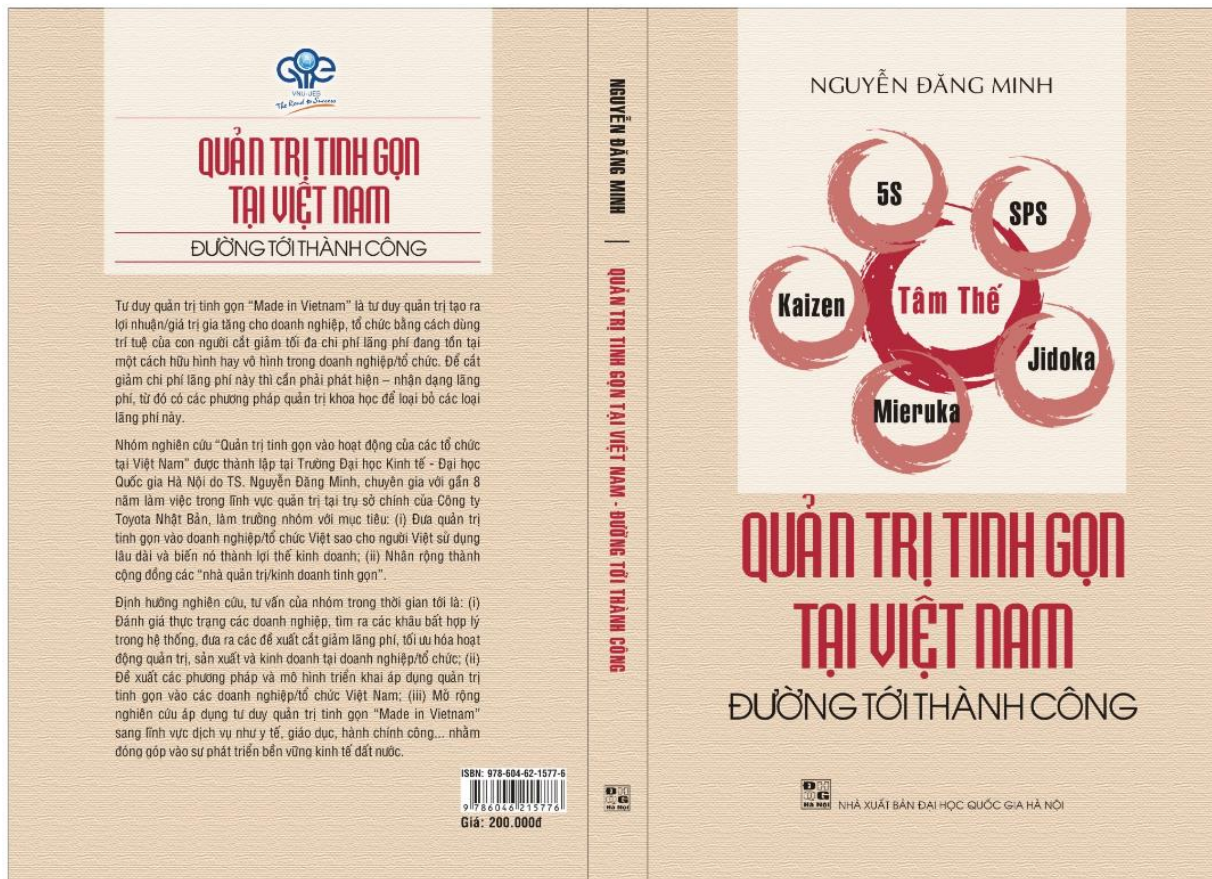
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FOR MORE INFORMATION OF MADE IN VIETNAM LEAN MANAGEMENT

READ BOOK: Quản trị Tinh gọn tại Việt Nam, Đường tới thành công



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MADE IN VIETNAM LEAN MANAGEMENT FOR ENHANCING PRODUCTIVITY AND SUSTAINABLE DEVELOPMENT OF ENTERPRISES IN VIETNAM

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