ENHANCING VALUE ADDED



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TRAINING CENTER

GENTEX Training Center LLC | Orlando - FL, USA
Info@gentextraining.com

Introduction

Enhancing Value Added Training Course builds the measurement and improvement capability that managers, analysts, and performance specialists need to raise the value their organisation creates. Value added measures what an organisation contributes beyond the cost of what it consumes. That contribution shows up in economics, in finance, and in operations, and each view uses different measures. Weak practice there produces decisions that grow revenue without growing value, and improvement plans that never reach the bottom line. This course develops the discipline that prevents those outcomes. It covers value concepts, measurement frameworks, and value drivers. Furthermore, it applies economic value added, value chain analysis, and cost management. In addition, it develops KPI design, benchmarking, and improvement delivery. As a result, participants raise value added with measurable evidence.

Enhancing Value Added Course Objectives

- Explain value added concepts across economic and financial views.
- Apply economic value added (EVA) and value-based management.
- Apply value added measurement using EBITDA, NOPAT, and capital employed.
- Analyse value chains and identify value-creating activities.
- Apply activity-based costing and cost driver analysis.
- Identify and prioritise value drivers across functions.
- Design KPI frameworks and value added scorecards.
- Apply benchmarking and best-practice comparison methods.
- Build value improvement plans with quantified benefits.
- Measure, report, and sustain value added outcomes.

Course Methodology

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- Interactive lectures with real value creation and improvement cases.
- Value chain and value driver analysis workshops.
- EVA, costing, and KPI design exercises.
- Benchmarking, business case, and benefits tracking practice.
- Structured peer review with facilitator feedback on improvement plans.

Who Should Take This Course

- Finance and performance analysts.
- Business unit and function managers.
- Management accountants and controllers.
- Strategy, planning, and improvement specialists.
- Operational excellence and quality professionals.
- Consultants advising on performance improvement.

Enhancing Value Added Course Outlines

Day 1: Value Added Concepts and Measurement

- Value added definitions: economic, financial, and operational views.
- Gross value added and contribution to the economy.
- Shareholder value added and stakeholder value concepts.
- EBITDA, NOPAT, and capital employed fundamentals.
- Return on capital employed and spread over cost of capital.
- Measurement pitfalls and comparability limits.
- Case study: measuring value added for a business unit.

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Day 2: Economic Value Added and Value-Based Management

- Economic value added calculation and adjustment process.
- Weighted average cost of capital and capital charge.
- Value drivers: margin, capital efficiency, and growth.
- Value-based management systems and incentive alignment.
- Balanced scorecard and value-based planning integration.
- Communicating value performance to non-financial audiences.
- Workshop: calculating EVA and identifying improvement levers.

Day 3: Value Chain and Cost Management

- Value chain mapping and activity analysis.
- Value stream analysis and non-value-adding activity removal.
- Activity-based costing and cost driver selection.
- Target costing and value engineering principles.
- Lean tools: value stream mapping and waste elimination.
- Process improvement and cycle time reduction.
- Workshop: identifying value-adding and non-value-adding activities.

Day 4: KPI Design and Benchmarking

- KPI design principles and metric selection criteria.
- Leading versus lagging indicators and value-added indicators.
- Value added scorecards and dashboard design.
- Internal and external benchmarking methods.

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- Data collection, validation, and reporting routines.
- Statistical process control and performance baselines.
- Workshop: building a value added scorecard.

Day 5: Improvement Planning and Value Realisation

- Root cause analysis and improvement opportunity mapping.
- Business case development and benefit quantification.
- Improvement project prioritisation and resource allocation.
- Change management and sustained performance improvement.
- Benefits tracking, reporting, and post-implementation review.
- Governance of value improvement programmes.
- Course review, assessment, and action planning.

Conclusion

By successfully completing Enhancing Value Added, participants will gain a thorough understanding of value added concepts and measurement, economic value added and value-based management, value chain and cost management, KPI design and benchmarking, and improvement planning and value realisation. They will also acquire practical skills in value added measurement and economic value analysis, value chain analysis and cost management, KPI and scorecard design and benchmarking, and value improvement planning and benefits realisation. In addition, the course prepares them to raise organisational value with quantified evidence and sustained delivery. Gentex Training Center delivers this programme with a strong focus on applied performance improvement and value-focused decision-making.

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FAQs for Enhancing Value Added course

Q1 What is the "Enhancing Value Added" course about?

It is a five-day programme on measuring and raising the value an organisation creates. It covers value added concepts and measurement, economic value added and value-based management, value chain and cost management, KPI design and benchmarking, and improvement planning and value realisation.

Q2 What are the key benefits of the "Enhancing Value Added" course?

Participants raise value with quantified evidence rather than activity. The course improves value measurement and EVA analysis, sharpens value chain and cost driver understanding, strengthens KPI and scorecard design, improves benchmarking and target setting, and raises business case and benefits tracking quality.

Q3 What skills will I gain from the "Enhancing Value Added" course?

Participants gain value added measurement and economic value analysis, value chain analysis and cost management, KPI and scorecard design and benchmarking, and value improvement planning and benefits realisation. These four skills cover the practical core of value enhancement work.

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Q4 What tools, methods, or standards are covered in the "Enhancing Value Added" course?

The course covers gross value added and contribution analysis, shareholder and stakeholder value concepts, EBITDA, NOPAT and capital employed analysis, return on capital employed and spread over cost of capital, economic value added calculation with accounting adjustments, weighted average cost of capital and capital charge, value driver analysis across margin, capital efficiency and growth, value-based management and incentive alignment, balanced scorecard integration, value chain mapping and activity analysis, value stream analysis, activity-based costing and cost driver selection, target costing and value engineering, lean tools including value stream mapping, waste elimination and cycle time reduction, KPI design principles and metric selection criteria, leading and lagging indicator analysis, value added scorecard and dashboard design, internal and external benchmarking methods, data collection and validation routines, statistical process control, root cause analysis, improvement opportunity mapping, business case development and benefit quantification, improvement project prioritisation, change management, benefits tracking and post-implementation review, and value improvement governance.

Q5 How is the "Enhancing Value Added" course applied in real-world practice?

Participants apply the methods to real and simulated business units. They measure value added and calculate EVA with capital charges, analyse margin, capital efficiency and growth drivers, map value chains and remove non-value-adding activity, apply activity-based costing, set target costs, design KPI scorecards and dashboards, benchmark against internal and external comparators, run root cause analysis, build business cases with quantified benefits, prioritise improvement projects, and track benefits after implementation. Many leave with an EVA model template, a value added scorecard structure, and a benefits tracking framework ready to use.