

Winning decisions

Translating business strategy into action plans

Translating business strategy into appropriate action plans is a key task for industrial managers. However, the complexities involved mean it is far from straightforward. This practical workbook, with supporting software, describes **TAPS** – a structured decision making process to guide the preparation of action plans. **TAPS** will help you:

- understand all the relevant variables in a situation and how they affect each other
- capture the essence of a problem and communicate it easily to others
- select the right action plan for your business from a range of possible options

It provides a structured, decision making process that helps managers keep sight of important objectives, avoid personal bias and over-reliance on ‘rules of thumb’.

What companies say about TAPS

“By developing a variable connectance model, this process helps avoid bias in framing a problem.” – Production Manager, chemical company

“One of the advantages is that its self documenting. It also provides intangible benefits – the individual and group learning which results from the process experience.” – Manager, national mail service provider

“The process approaches things in a logical way and it is interactive. It makes you think of all aspects.” – Senior Manager, tobacco company

What is included

The **TAPS** package includes a 106-page workbook describing the **TAPS** approach with step-by-step instructions for using the process, together with worksheets and slide packs. The accompanying software provides:

- a graphical way of modelling variable relationships
- tools for network analysis
- a multi-attribute decision making tool based on the Analytical Hierarchy Process
- support for sensitivity analysis
- a database for capturing and managing knowledge

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