



# The Six Sigma Revolution: How General Electric and Others Turned Process Into Profits

*George Eckes*

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Applying this revolutionary management strategy to drive positive change in an organization Currently exploding onto the American business scene, the Six Sigma methodology fuels improved effectiveness and efficiency in an organization; according to General Electric's Jack Welch, it's the "most important initiative [they] have ever undertaken." Written by the consultant to GE Capital who helped implement Six Sigma at GE and GE's General Manager of e-Commerce, Making Six Sigma Last offers businesses the tools they need to make Six Sigma work for them--and cultivate long-lasting, positive results. Successful Six Sigma occurs when the technical and cultural components of change balance in an organization; this timely, comprehensive book is devoted to the cultural component of implementing Six Sigma, explaining how to manage it to maintain that balance. The authors address how to create the need for Six Sigma; diagnose the four types of resistance to Six Sigma and how to overcome them; manage the systems and structures; and lead a Six Sigma initiative. This book applies the Six Sigma approach to business operations across the organization--unlike other titles that focus on product development. Plus, it provides strategies, tactics, and tools to improve profitability by centering on the relationship between product defects and product yields, reliability, costs, cycle time, and schedule.

George Eckes (Superior, CO) is the founder and principal consultant for Eckes & Associates. His clients include GE Capital, Pfizer, Westin, Honeywell, and Volvo. Eckes has published numerous papers on the topic of performance improvement and is the author of *The Six Sigma Revolution: How General Electric and Others Turned Process into Profits* (0-471-38822-X) (Wiley).

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