



Revive for Growth

Bring growth back to your business by doing better and doing differently

Potential areas you can review to guide the seeking of opportunities for consolidation (through improvement in current applications of core business competencies) and diversification (through application of core business competencies for alternative applications). Additional suggestions can also be found under [additional resources](#).

<p>Technology</p> <p><i>(for more details see also module on Operations)</i></p>	<ul style="list-style-type: none"> ✔ Convert to demand-pulled production so you only manufacture what has been demanded or already ordered by customers ✔ Remove any disruptions to continuous work flow through the manufacturing processes ✔ Change speed of manufacturing to match fluctuations in demand ✔ Detect and remove any defects at all stages of manufacturing process ✔ Improve efficiency of use of materials, including chemicals, auxiliaries etc. in manufacturing ✔ Improve efficiency of use of water in manufacturing and utility operations ✔ Improve efficiency of use of energy in manufacturing and utility operations
<p>Product</p> <p><i>(information anticipation) and</i></p>	<ul style="list-style-type: none"> ✔ Improve the customer aesthetics of your product (and/or its packaging) from final customers' perspective ✔ Optimise the functionality of your product based on customer preferences ✔ Optimise the performance of your product based on customer expectations ✔ Add a product component to ideate new product concept ✔ Remove a product component to ideate new product concept ✔ Multiply a product component for additional functionality to ideate a new product concept ✔ Divide product components for additional functionality to ideate a new product concept
<p>Business</p> <p><i>(for more details see also the modules on Finance and Sales)</i></p>	<ul style="list-style-type: none"> ✔ Practice entrepreneurship to proactively explore and pursue business opportunities ✔ Engage with buyers, suppliers and competitors to anticipate developments and improve your business planning ✔ Keep a close eye on your cash flow to keep these going by increasing and speeding up income and decreasing and slowing expenditures ✔ Empower you teams to pre-empt and prevent avoidable



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problems and keep you focused on bigger picture

- ✔ Review and amend where appropriate the structure of company and its partnerships
- ✔ Review and amend where appropriate the sales model and strategy for your products and services
- ✔ Review and amend where appropriate the contractual relations with suppliers to access their expertise and knowledge for growth of your business