

# SUCCESSFUL LEAN IMPLEMENTATION: THE SYSTEMATIC AND SIMULTANEOUS CONSIDERATION OF SOFT AND HARD LEAN PRACTICES

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**Abstract:** Lean Manufacturing (LM) is a collective term for production practices aimed at increasing value creation and reducing waste in all forms. Although manufacturing facilities worldwide use hard lean practices, negligence of soft lean practices may widely moderate the expected results from the LM implementation. Thus, LM's success comes from both practices that they must be applied simultaneously and systematically. Using LM background, this paper aims to contribute to evaluate the maturity of both soft and hard lean manufacturing practices based on the feedback of LM projects implementation in various multinationals based in Morocco. The results revealed that the fundamentals hard lean practices are more extensively used than soft lean practices. Examining the soft lean practices implementation investigated through five logical clusters of relevant LM fundamentals, the study results depict that employee development and communication systems are less embraced and considered. Investigating what makes LM successful in a Moroccan context, top management engagement, allocation of time and resources for improvement projects, strong management's leadership, and employees' development program are voted to be the top four success factors. Through the critical lean practices and factors of success, the results of this study are used to identify directions for proposing solutions for LM implementation in the Moroccan SMEs.

## Introduction

LM is an integrated and interdependent system involving many elements: the tools, the philosophy and management [48]. LM is underlined by a philosophy of continual productivity and quality improvement in the pursuit of excellence in all phases of the industrial cycle [74]. Referring to the Toyota Production System (TPS), manufacturing firms have been trying to duplicate this manufacturing system for over two decades, often under different names, e.g. total enterprise manufacturing, and world-class manufacturing. However, LM deployment, like every other organizational strategies and managerial actions, can lead to failure than to success. In fact, despite the acute awareness of LM and its purported benefits, its implementation has been relatively slow and in an ad hoc fashion [31] and several companies failed to achieve a superior performance through LM [48]. Likewise, only few manufactures have managed to imitate Toyota successfully, even though the company has been extraordinarily open about its practices. Given that largest multinationals as large organizations are generally considered to be leaders and with more success chances in LM implementation, an investigation of the status of lean practices implementation, success factors and pitfalls on the lean pathway in these companies proves very important. Thus, the main objective of this study is to explore the status of lean practices in multinational facilities based in Morocco. The status aims to discover is the implementation success, problems/barriers, and the assumption of specifics success factors role.

The remainder of this article is organized as follows: First, we present an overview of the literature and related theory of LM. Next, we describe the data, sample, and measures in Section 3. Results are analyzed in the same Section. We conclude in Section 4 and highlight future work.

## Literature review

### Lean Manufacturing

LM is interpreted as a managerial system that integrates specific practices and techniques to reduce internal and external process variability, also called “Muda”, recognized as the principal source of production problems [11]. Especially, LM practices are internal tools for creating a streamlined, high quality system that produces finished products at the pace of customer demand with little or no waste [68]. LM is expected to reduce manufacturing costs continuously through better quality, lower inventory, and shorter lead times. Achieving these results requires an even production flow of small lot size incorporating schedule stability, product quality, short setup times, preventive maintenance, and efficient process layout [38].

Unfortunately, there is no major consensus about a set of LM techniques in the literature reviews. [64] state that there are over 100 lean tools available in the literature reviews and there is no way systematically to link manufacturing organization problems and the possible tools to eradicate these problems. This is not very surprising because these literature reviews are based mainly on case studies, mathematical models and conceptual studies in LM [43]. For example, [68] identify twenty two LM practices and categorized them into four clusters that are: 1) Just-in-Time, 2) Total Quality Management, 3) Total Preventive Management, and 4) Human resource. For [53], there are twenty LM practices that are frequently mentioned in literatures and categorized them into six bundles associated with: 1) Just-in-time, 2) Continuous improvement, 3) Quality, 4) Eliminating of waste, 5) People management, 6) and Visual management. Some other researches also categorized the lean tools and techniques according to the area of implementation such as internally and externally oriented lean practices. For example, [63] divided the lean practices into six areas which are: 1) Process and equipment, 2) Manufacturing, 3) Planning and control human resources, 4) product Design, 5) Supplier relationship, 6) and Customer relationship. For [56], companies should lead to LM implementation in five dimensions that are: 1) Elimination of waste, 2) Continuous improvement, 3) Continuous flow and Pull-driven systems, 4) Multifunctional teams, 5) Information systems. More, in their research about implementation of LM in small sized enterprises, [58], elaborate a list of thirty seven suitable and recommendable methods and instruments to implement LM and divided them into 5 major clusters: 1) Machinery and equipment, 2) Material flow and layout, 3) Organization and staff, 4) Production planning and control, and 5) Quality. Thus, there is a wide range of LM practices available to companies for quality and efficiency improvement. Even so, the selection of appropriate lean tools for manufacturing improvement, together with their applicability, incorporation and acceptance within operations remains the major problem for any company [37].

Nevertheless, among the interesting approaches in the study of LM implementation, are those who classify the LM as a multidimensional concept that classify practices as hard or soft. Soft practices emphasize the organizational and human side in operations, quality, and performance management. On the other hand, the hard practices concern more the methodological and technical side of the LM as preventive maintenance, cellular manufacturing, continuous flow, reduced lot sizes, quick changeover times, and kanban [76]. According to [11], and in line with previous studies, technical and analytical tools introduced to a firm to improve production systems represent hard practices while practices related to principles, managerial concepts, people, and relations are soft.

Unfortunately, despite authors empirically showed that the hard part of the LM implementation is a strong predictor of manufacturing performance improvements, soft practices are crucial for achieving superior performance through LM [11]. More, the efficacy of hard practices is especially magnified when they are coherently accompanied by intangible and soft practices linked to human resource management (HRM), performance management, management leadership and support, and customer and supplier involvement. Thus, the successful use of LM practices requires more than use of hard practices (hard side), and to be able to transform the entire organization into a lean organization, the soft practices (soft side) must be implemented at all company levels [50]. In other words, as LM is an integrated socio-technical system, success comes from these two sides being applied simultaneously and systematically.

### Lean manufacturing, risks and success factors

If lean practices have been shown to improve performance and drive efficiency [5], existence of specific factors in all plants successfully implemented LM has been shown too. Unfortunately, although certain success factors are suggested by different authors and many scholars have attempted to formalize the critical factors for successful LM implementation, there is actually no consensus on what the main success factors are in the literature reviews [57]. For example, according to [32], the success of LM implementation

depends on seven critical factors that are: 1) personalized demarche, 2) top management commitment, 3) allocation of resources, 4) strong communication, 5) structural methodology, 6) multifunctional teams, and 7) continuous performance measurement. For [50], the success of LM implementation depends on four critical factors: 1) leadership and management, 2) finance, 3) skills and expertise, and 4) supportive organizational culture. Too, [53] depicts that LM implementation success depends on four critical factors: 1) personalized demarche, 2) top management commitment, 3) problem solving culture, and 4) the team work. Also, [26] argument that there are four key factors for success in the implementation of a lean effort: 1) Preparation and motivation of people, 2) roles in the change process, 3) methodologies for change, and 4) environment for change. Likewise, in his research on the relationships between firm's practices and performance, [11] confirms that plants successfully implement LM are characterized by a specific organizational profile and extensively adopt soft LM practices. Consequently, it is the integration of soft practices and development of a lean culture, which in a positive case facilitates the achievement of LM promises regarding organizational benefits and customer satisfaction.

## Research design and data analysis

### Research design, sample selection, and analysis approach

The empirical research took place beginning of 2015. The data was captured through a survey covering various multinationals based in Morocco whose production processes related to automotive and aeronautic manufacturing. In absence of an official database related to multinationals based in morocco, the sample selection is completely random. Even so, we have selected the largest multinationals as large organizations are generally considered to be leaders and with more success chances in LM implementation [68], [10], [25], [58]. A questionnaire was developed and sent via electronic and regular mails. Emails, phone and direct contact were utilized in effort of collecting information. The survey questionnaire items were developed based on LM background. The survey questionnaire was split into the following categories with several or more questions in each category to determine:

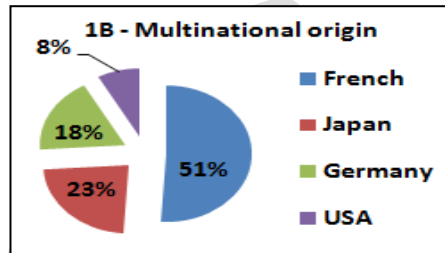
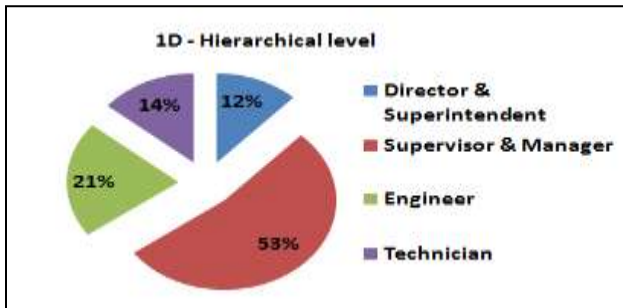
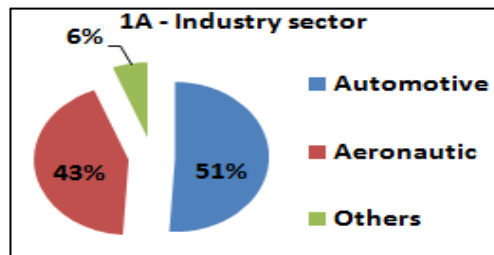
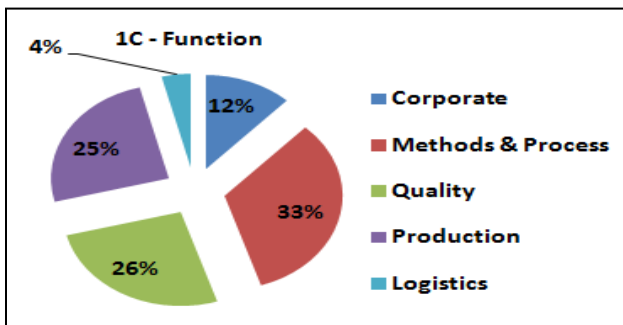
Adoption of lean hard practices,

Integration of lean soft practices,

Critical success factors for sustainable lean implementation in a Moroccan context.

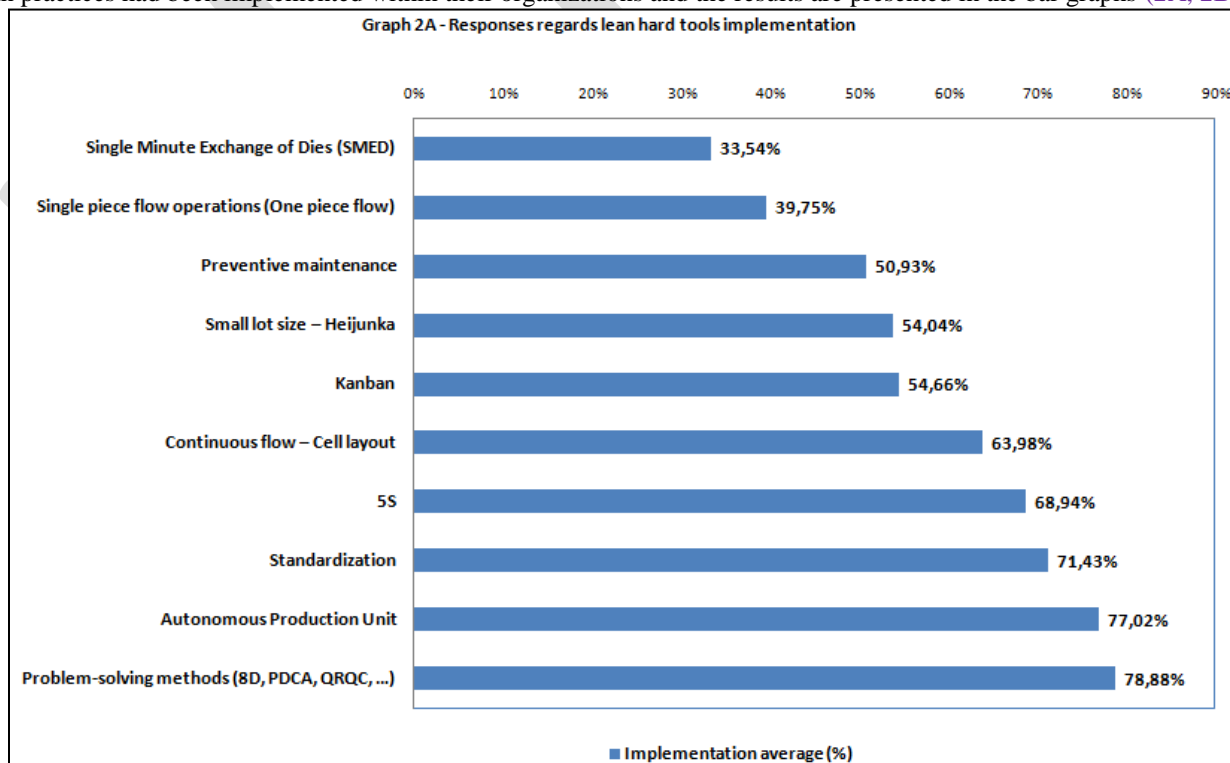
### Data analysis & results

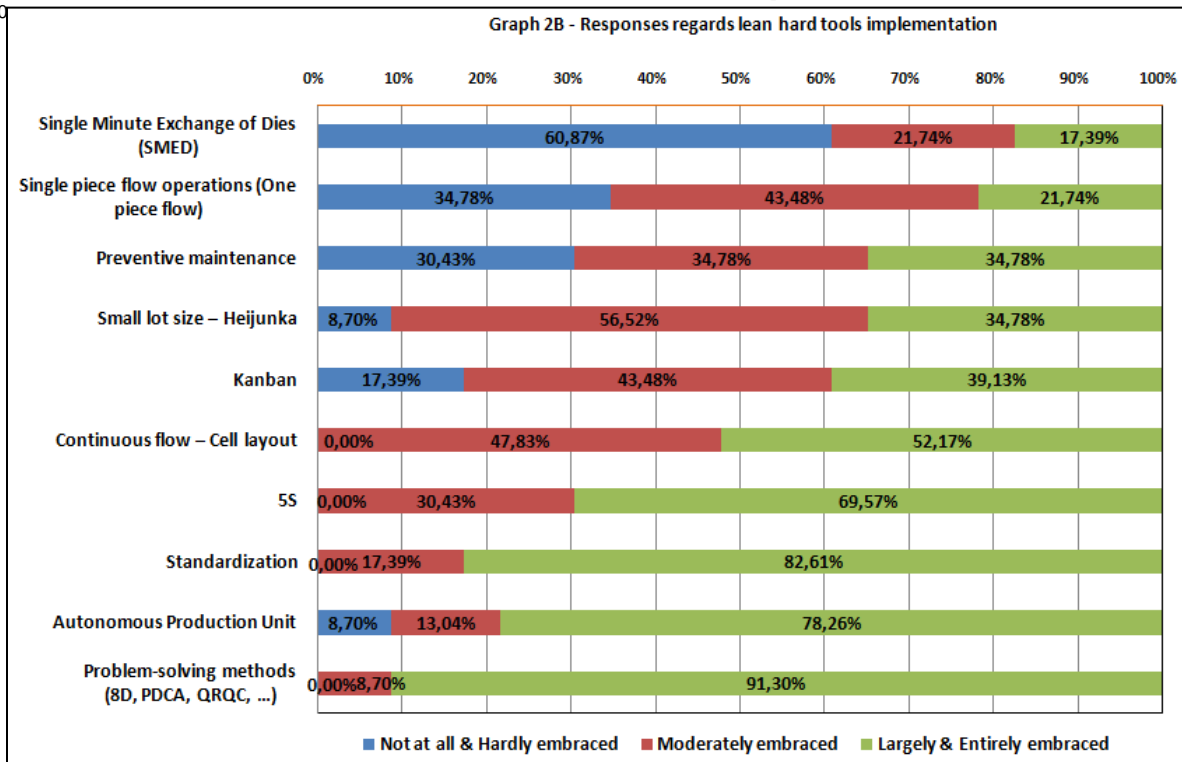
In total, 52 questionnaires have been returned, of which none had to be discarded because of insufficient data, with 32% as response rate. Graphs (1A, 1B, 1C, 1D) provide an overview of the responses by sector, by multinational origin, by function, and by hierarchical level of respondents



The responses are fairly evenly divided over the targeted sectors, the automotive sector make up exactly half of the responses (51%). The majority of the respondents to the survey were upper or middle management who were likely to have a good overview of LM practices maturity because of their daily involvement in production and planning processes. Regarding functions and hierarchical level, manager level make up half of the responses (53%), and 21% are engineer. Finally, 51% of factories are French, 23% Japanese, 18% German, and 8% American.

First we analyzed the usage of lean hard practices. The questions were created on the basis of the literature review [68], [45], [24], [11], [10], [72], [53], [66], [40], [75], [48]. A comparison of number of empirical studies on LM leads to the identification of 10 practices that are frequently cited as hard lean practices. Unsurprisingly, the entire organizations were investigated, the fundamentals hard lean practices had been implemented within their organizations and the results are presented in the bar graphs (2A, 2B).

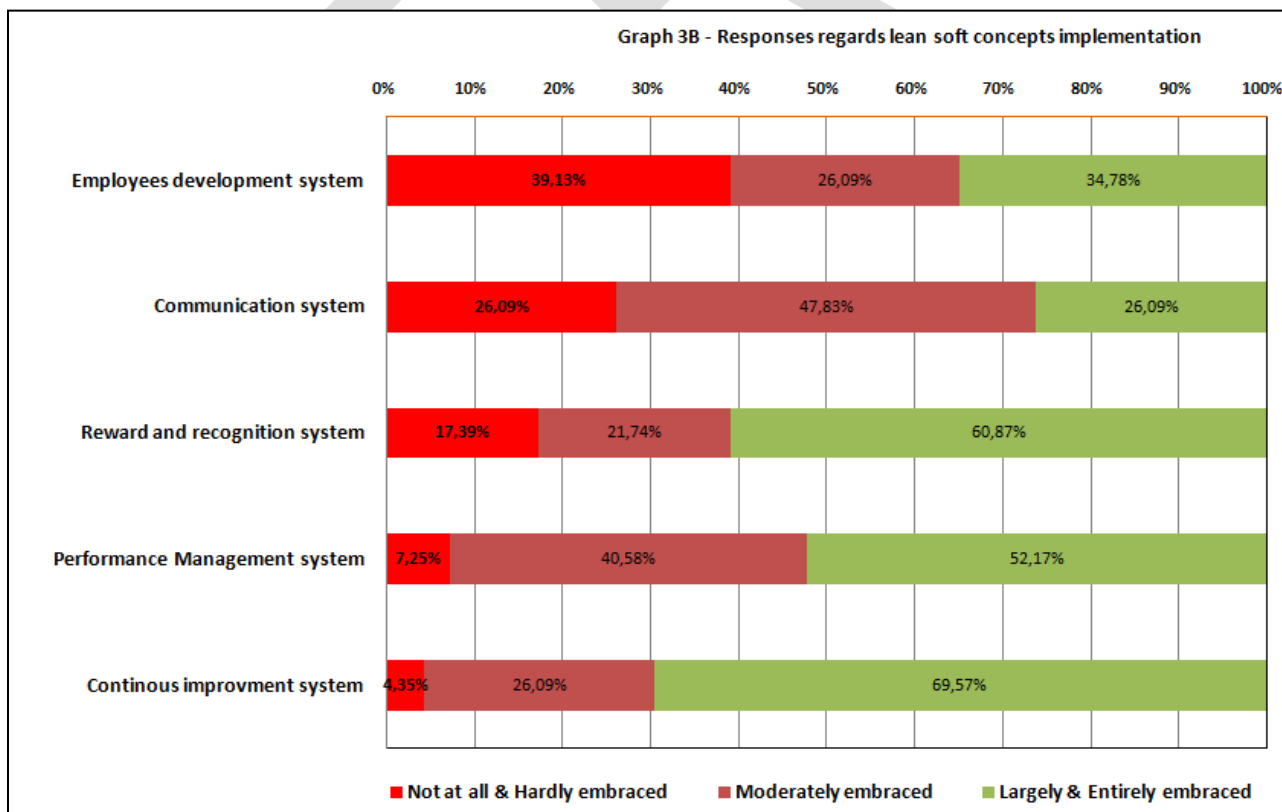
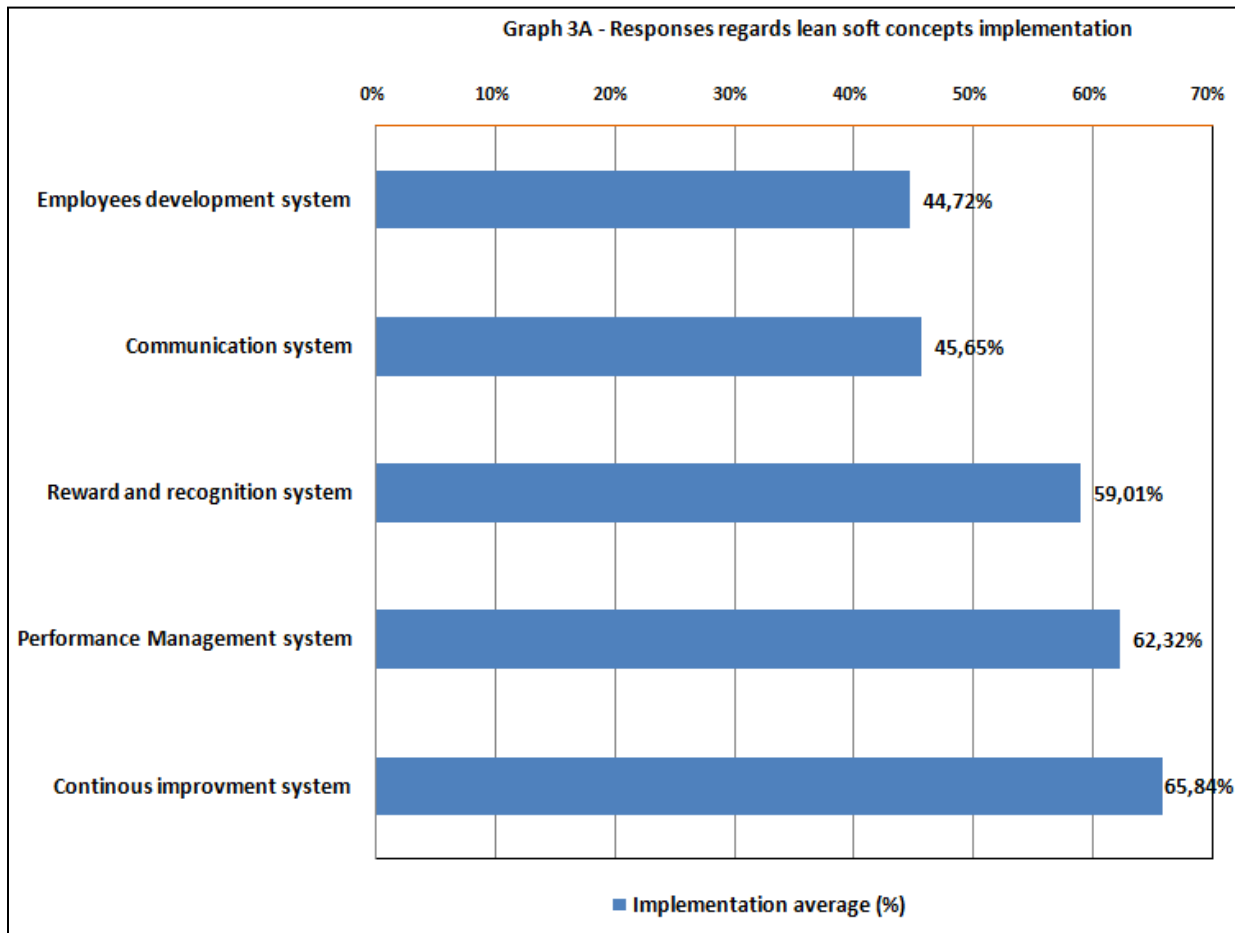




The top tools which are slightly used are the SMED (33.54%), and the one piece flow (39.75%). SMED is one of the most initiatives for set-up reduction time have been associated with Shigeo Shingo’s “Single Minute Exchange of Die” methodology [30]. The application of Shingo’s methodology usually results into two main benefits: increasing manufacturing capacity and improving the equipment flexibility [13]. Improvement projects based on SMED involve the process identification and changeover analysis as well as the training of the improvement team. Training and motivation can be considered as the major drivers in successfully SMED projects [34]. Such training can facilitate success when it is provided to both the SMED team and the shop floor staff involved with the implementation. This training can reduce staff hesitation and fears arising from misunderstanding.

One piece flow refers to the concept of moving one workpiece at a time between operations within a workcell. One piece flow has many benefits. It encourages work balance, better quality and a host of internal improvements. Unfortunately, the explanation for the finding of low respect of one piece flow in our study is that LM and quality approaches require a fundamentally different philosophy of thinking than the traditional mass production approach. This result can be considered a consequence of difficulty for managers to discern the lean philosophy and to assimilate the benefits of one piece flow implementation. If the leaders don't understand and believe in one piece flow enough to take the time to remove resistance in shop floor through training and strong communication, just-in-time is less likely to be embraced and the miraculous gains in performance through LM are less likely to be reached.

Next, usually using descriptive statistics, we analyzed the lean soft elements integrated in the management processes within the various companies investigated. Twelve specific questions were formulated on the basis of the literature review to investigate about lean soft elements status [68], [27], [20], [7], [72], [58], [18], [52], [32], [75], [48], [49], [61], [24], [22], [23], [57]. These elements were grouped into five logical clusters of significant lean soft fundamentals that are “Communication”, “Employee development system”, “Continuous improvement system”, “Valorization & rewards system”, and “Performance management system”.

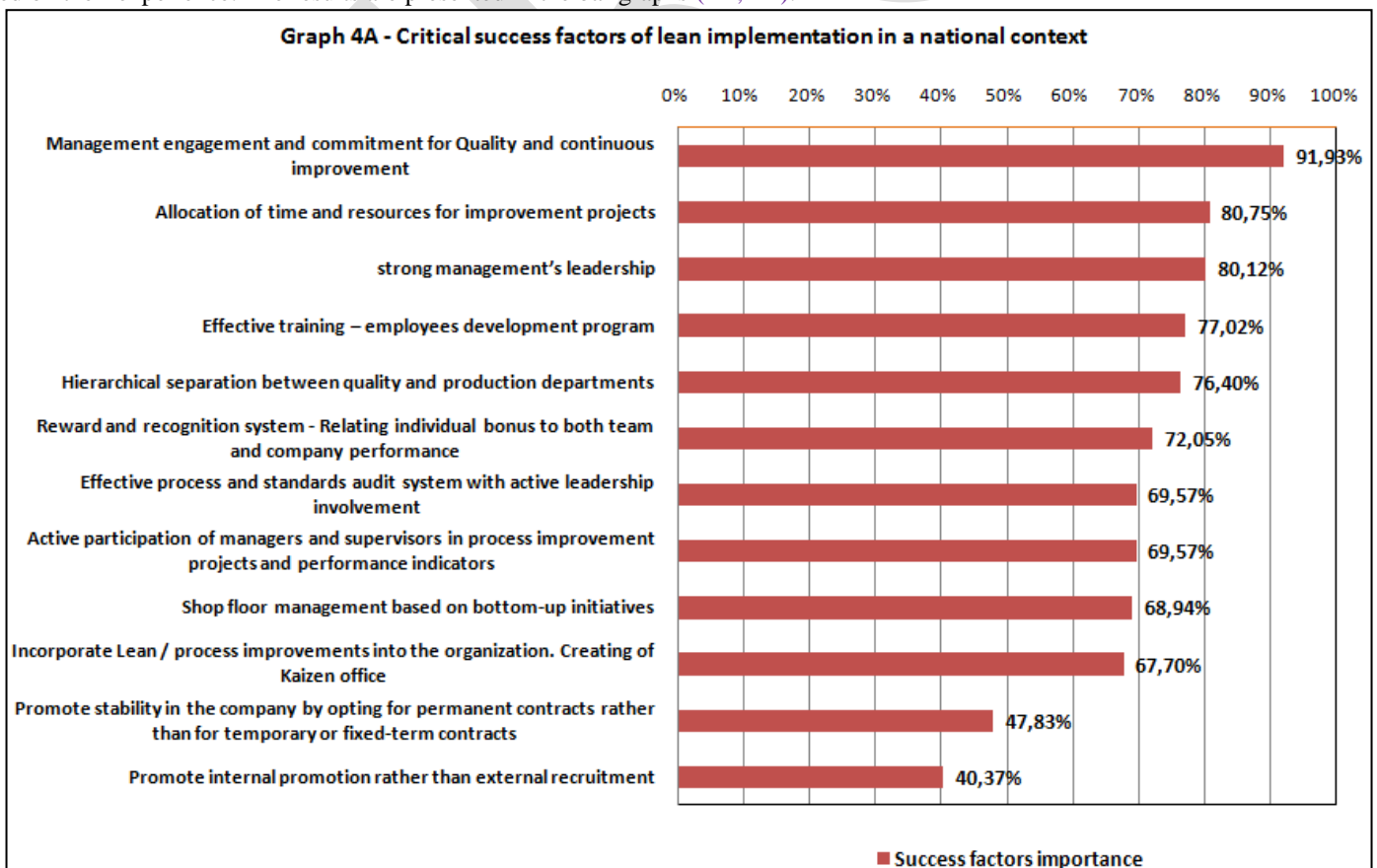




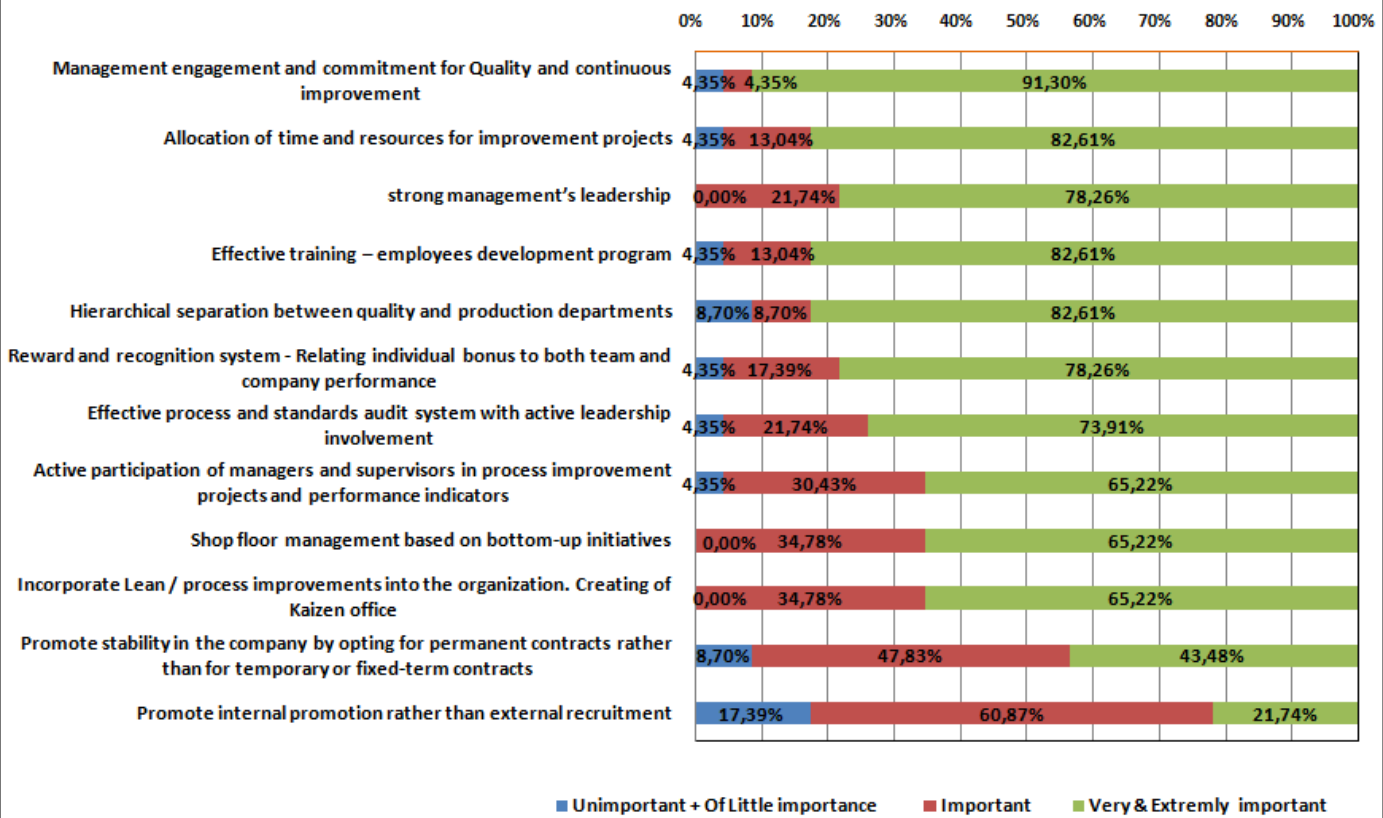
Pleasantly, the various organizations surveyed revealed interesting information regarding the lean soft practices implementation. Graphs (3A, 3B) depict the existence both of a continuous improvement system (66.84%) and performance management system (62.32%). Equally significant, was the presence of a reward system (59.01%) which linked exclusively with management considering and implementing workers' proposals. This finding sheds light on prior research into the role of rewards and economic incentives as facilitating and inhibiting factors in the success process of LM [57]. Conversely, the study depicts a poor implementation of employee development system (44.72%). Unfortunately, the qualification of employees is a fundamental task in LM. It enables workers to participate in the continuous improvement and the continuous development of processes must go along with a continuous development of people [22], [50]. Skill of workforce and in-house expertise for instance, soft skills and technical skills plays an important role in the successful adoption of lean manufacturing [25]. Unlike to [51], specific solutions to inspire organizational innovation and also continuous improvement is not to hire people with diverse skills, talents, and scientific background, sometimes outside of the company's industry, to help the company challenge the status quo and bring different frames of reference toward a problem, but is to make effort on improving worker's competence and skill levels in order to increase their versatility and, in the final instance, to achieve a greater level of flexibility and adaptability in the organization [49]. The previous finding of low utilization of SMED (33.54%) in our case study, since it requires specific training, support what is stated in the prior literature and our finding about how important training is for people to better assimilate and learn the first lean tools.

Furthermore, our results show a significant negative strength of communication (45.65%). Unfortunately, a structured communication procedure can improve worker involvement, provide the workers with greater accountability and give them a greater feeling of ownership of performance achievement. Continuous information feedback can also give a rapid response to any departure from objectives set and the bases for continuous improvement [71]. According to [52], communication seems to be the key to successful lean changes and to increase the possibility of the lean implementation success. Furthermore, it is important for employees to be exposed to greater communication and the role of communication can be seen as a "qualifier" criterion.

The last important result was regarding the critical success factors – what makes LM successful in a Moroccan context? The respondents gave scores based on the five point Likert scale on twelve critical success factors for the success and, or failure of LM based on their experience. The results are presented in the bar graphs (4A, 4B).



Graph 4B - Critical success factors of lean implementation in a national context



One factor that scored very high overall was the top management engagement and commitment (91.93%). Allocation of time and resources for improvement projects was found to be the following critical success factor (80.75%). Likewise, a strong management's leadership was founded to be a critical success factor (80.12%). This result is aligned with previous empirical lean success factors research, which has consistently reported a positive relationship between management attitudes and LM outcomes [26], [8], [19], [37], [75], [25], [48], [49], [33], [29], [61], [22], [23], [57], [18], [35], [32], [52]. Yet, one of the more interesting set of success factors was continuous training (77.02%) and hierarchical separation between quality and production departments. However, the study results remain that internal promotion (40.37%) and job security (47.83%) were not rated as among the most vital factors for the success of LM. Areas in which the author happen to disagree with majority of the participants. In fact, an effective internal mobility policy develops employees' willingness to change, reduces adaptation costs and allows for corporate uncertainty in a rapidly changing environment [59]. It can be seen as a genuine strategy of flexibility relying on internal resources as opposed to depending on the external job market. Also, involving employees in making decisions related to their professional career will be favorable and lead to enforcing the feeling of confidence both in the business and its manager [54]. Even, in lean implementations it is important to provide job security [26], [49], [75] and privilege internal promotion rather than external recruitment [49]. As a basic of LM philosophy, there is no doubt that internal promotion and stability dimension are the single most important elements for success and the benefits of internal mobility are obvious for both organization and employees.

### Conclusions, recommendations and future research

This study provided insight into the maturity of LM practices by exploring their status in various multinationals located in Morocco. Again, our main objective was threefold: (1) to identify the usage of lean hard tools and techniques; (2) to evaluate the integration of lean soft fundamentals in facilities management systems; (3) to determine challenges and success factors for implementation of LM in a national context.



To summarize it can be concluded that the survey findings fit with existing theory. The relevant lean hard tools are practically used like problem-solving methods, production flow, 5S, and standardization. Examining the lean soft practices implementation investigated through five logical clusters of relevant lean management fundamentals, our study results depict that employee development and communication systems are less embraced and considered. Pleasantly performance management, reward and continuous improvement systems are largely implemented and considered.

Finally, we have investigated what makes LM successful in a Moroccan context. The study results support all critical aspects taken from the literature and on average have at least been voted by the respondents to be important for successful lean implementation. Seeing that the top four success factors are top management engagement and commitment, allocation of time and resources for improvement projects, strong management's leadership, and employees' development program it becomes very clear that the research supports recent literature. Surprisingly, if job security and internal promotion are critical for successful lean implementation, the respondents however have rated this aspect on the last rank of the importance scale. Looking at this aspect the survey data don't supports the reading findings.

An avenue for further investigation is to expand the study to include additional industrial sectors. Finally, it is believed that more future studies are needed in order to develop and provide methodology and tools to ensure LM deployment success in a national context.

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