



**SCANDINAVIAN ACADEMY**  
For Training and Development

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# Course: Quality Management Essentials

Code	City	Hotel	Start	End	Price	Language - Hours
MT-413	Zagreb (Croatia)	Hotel Meeting	2026-04-06	2026-04-10	4950 €	En - 25

## Introduction

No business should be without top-flight quality management. Quality Management ensures that your customers always receive the product or service that meets or exceeds their expectations. It decreases time to market and so helps in promoting international trade and enhancing marketing.

Implementation of Quality Management in a product or service lifecycle will actually deal with the root cause of problems, by decreasing rework, manpower usage, and increasing productivity, process improvement, providing better Customer Satisfaction and thus retaining the customer's in the existing competitive market. This course will set any business on the path to achieving the quality demanded by customers.

## Objectives

**By the end of the course participants will be able to:**

- Identify a wide range of quality management approaches and tools to participants
- Determine which processes need to be managed to achieve consistent quality
- Analyse ways in which quality processes are managed
- Analyse root causes and solve quality problems
- Assess their own quality management skills and plan to remedy any gaps
- Cope effectively with any quality challenge, choosing appropriate tools and techniques



# Course Outline

## Day One

### Introducing Quality Management

- Introduction to the management of Quality
- The history of Quality management
- Basic Quality concepts
- How to calculate the total cost of Quality and non-Quality
- Understanding customer needs and expectations
- Identifying the systems that deliver customer requirements
- Quality tools and techniques
- Continuous Improvement

## Day Two

### Service Quality - Tools And Techniques

- A simple formula for Effective Quality Management
- Monitoring, measurement and analysis
- Statistical process control
- A look at Quality Management Systems
- Total Quality Management
- ISO 9000
- Balanced Scorecard
- Six Sigma

## Day Three



## **Finding and dealing with quality gaps**

- Porter's value chain
- How to plan an audit
- How to audit a process
- How to report an audit
- Problem solving methods
- Pareto Analysis
- Root cause analysis
- Root cause exercise
- Risk management

## **Day Four**

### **Managing Customer Expectations**

- Establishing customer expectations
- Communicating customer requirements to all
- Determining how to exceed expectations
- Developing a culture of constructive self-criticism
- Building a winning team
- Quality circles
- Asking for feedback on performance
- Ongoing evaluation of effectiveness to ensure satisfaction

## **Day Five**

### **Delegation, Leadership and Total Quality**

- Are you an effective quality leader: Self-Assessment



- Different styles of quality leadership
- Common quality management mistakes
- Effective delegation
- The delegation process
- Planning for certification
- Action Planning
- Summary and close



The Scandinavian Academy for Training and Development adopts the latest scientific and professional methodologies in training and human resource development, aiming to enhance the efficiency of individuals and organizations. Training programs are delivered through a comprehensive approach that includes:

- Theoretical lectures supported by PowerPoint presentations and visual materials (videos and short films).
- Scientific evaluation of participants before and after the program to measure progress and knowledge acquisition.
- Brainstorming sessions and practical role-playing to simulate real-life scenarios.
- Case studies tailored to align with the training content and participants work nature.
- Assessment tests conducted at the end of the program to evaluate the achievement of training objectives.

Each participant receives the training material (both theoretical and practical) in printed form and saved on a CD or flash drive. Detailed reports, including attendance records, final results, and overall program evaluations, are also provided.

Training materials are prepared professionally by a team of experts and specialists in various fields. At the end of the program, participants are awarded a professional attendance certificate, signed and accredited by the Scandinavian Academy for Training and Development.

### **Program Timings:**

- 9:00 AM to 2:00 PM in Arab cities.
- 10:00 AM to 3:00 PM in European and Asian cities.

### **The program includes:**

- A daily buffet provided during the sessions to ensure participants comfort.