

FLEETWHIZ™

DECISIONMAKING TOOLS

Structure the Fleet–Shop–Parts–Fuel Functions as a Separate Corporation or Enterprise

Apply Fortune 500® Company Business Model Practices

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Management Textbook MDC 2

STRUCTURE – TO THE READER

SUGGESTIONS ON HOW TO USE THIS TEXTBOOK AS AN IMMEDIATE TRAINING SOURCE AND LONG-TERM REFERENCE SOURCE

Introduction: The objective of this textbook is to assist managers structure the fleet–shop–parts–fuel functions to minimize costs, risks and liabilities. In order to compete effectively against increasingly aggressive suppliers, the traditional fleet–shop–parts–fuel department must change fundamentally its organization structure and management practices. The department must adopt the same organization structure and management practices well-proven in the supplier universe. Supplier financial and operational practices achieve lowest-cost with high-quality products and services. Fleet–shop–parts–fuel managers must achieve low-cost with high-quality status in order to compete effectively in the 21st Century. Compare the fleet–shop–parts–fuel department's current organization structure to the world-class structures discussed in this textbook. Implement required changes and earn \$100,000 annually with 90% decisionmaking control and achieve Vice President and Director status.

Remarks:

1. The following illustration lists the eleven (11) subsections included in this textbook.

Illustration – Introduction to World-Class Fleet–Shop–Parts–Fuel Department Organization Structures

1. Fleet–Shop–Parts–Fuel Departments' and Suppliers' Products and Services Are Converging
2. Introduction to Applying Organization Structures to Achieve World-Class Financial and Operational Performances
3. Apply 11-Level Process to Solve 85% of Problems Inhibiting World-Class Financial and Operational Performances.
4. Apply 6-Step Refinement Process to Further Structure-In World-Class Performances.
5. Step 1 – Structure Fleet–Shop–Parts–Fuel Department as a Separate Corporation.
6. Step 2 – Manage Separate Fleet–Shop–Parts–Fuel Corporation Using the Fortune 500 Company Business Management Model.
7. Step 3 – Centralize Command and Control With Fleet–Shop–Parts–Fuel Managers.

STRUCTURE – TO THE READER
SUGGESTIONS ON HOW TO USE THIS TEXTBOOK AS AN IMMEDIATE
TRAINING SOURCE AND LONG-TERM REFERENCE SOURCE

Remarks: Illustration continued from the previous page.

Illustration – Introduction to World-Class
Fleet–Shop–Parts–Fuel Department Organization Structures
(cont'd)

8. Step 4 – Offer a Full-Scope of Products and Services to Internal and External Customers.
 9. Step 5 – Quote Upfront Prices. Step 6 – Make Profits.
 10. Appendix – Over 40 Learning Opportunities Create Well-Defined Career Training Ladders Which Can Be Applied to Recruit–Retain–Develop Employees.
 11. Master's Degree Certifications Open-Book Test Questions
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**TEXTBOOK 2 – STRUCTURE THE FLEET–SHOP–PARTS–FUEL
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The background features a gradient from dark blue at the top to light blue at the bottom, with several curved, parallel lines in shades of blue sweeping across the upper half of the page. The logo 'FLEETWHIZ™' is in a large, bold, blue, sans-serif font, with 'FLEET' and 'WHIZ' in all caps and 'W' being significantly larger. Below it, 'DECISIONMAKING TOOLS' is written in a smaller, white, all-caps, sans-serif font.

FLEETWHIZ™

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FleetTextBooks.org LLC

381 Casa Linda Plaza #385

Dallas, TX 75218-3423 USA

214-320-3006

Website: www.FleetTextBooks.org

Email: Info@FleetTextBooks.org