



La Teoria dei Vincoli e il Controllo di Gestione (Italian Edition)

Mario Sammarchi

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Un argomento che sta molto a cuore agli imprenditori italiani e che spesso porta le aziende a rivolgersi alle società di consulenza e` il sistema di controllo delle prestazioni aziendali.

«Focalizzate l'attenzione su tutto e non avrete focalizzato nulla». Con questa frase Eliyahu Goldratt, ideatore della Teoria dei Vincoli, ha messo in evidenza la domanda fondamentale: che cosa significa controllo?

Quando possiamo dire di avere sotto controllo la nostra organizzazione? Ai tradizionali sistemi di controllo dei costi egli ha opposto la contabilità basata sul calcolo del margine di contribuzione di impresa.

“ ... Le aziende illuminate sacrificano parte del massimo profitto ottenibile scegliendo cosa produrre, a quale prezzo e con quali margini, per garantirsi il migliore margine di contribuzione complessivo, e quindi un futuro ... ”.

Lettura adatta a chi desidera convincersi che lo scopo ultimo di fare impresa è quello di “... fare soldi, nel presente e nel futuro ...”, e non quello di ridurre i costi.



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