

# **Selected Bibliography of Eliyahu M. Goldratt**

by

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Entries are listed by type and year except where revision and newer editions are available. Several entries have been translated into a number of languages.

### BOOKS/AUDIO BOOKS

Goldratt, E. M. and Cox, J. 1984. *The Goal: Excellence in Manufacturing*. Croton-on-Hudson, NY: North River Press, Inc.

Goldratt, E. M. and Cox, J. 1986. *The Goal: A Process of Ongoing Improvement*. Revised edition, Croton-on-Hudson, NY: North River Press, Inc.

Goldratt, E. M. and Cox, J. 1992. *The Goal: A Process of Ongoing Improvement*. 2<sup>nd</sup> revised edition. Croton-on-Hudson, NY: North River Press, Inc.

Goldratt, E. M. and Cox, J. 2003. *The Goal: A Process of Ongoing Improvement*. 3<sup>rd</sup> edition. Great Barrington, MA: North River Press.

Goldratt, E. M. and Cox, J. 2000. *The Goal: A Process of Ongoing Improvement*. Audio book. Minneapolis, Mn: Highbridge Audio Book.

The Goal was made into two movies (the book story and a how-to version for training). These are listed under video movie/presentations.

Goldratt, E. M. and Fox, R. E. 1986. *The Race*. Croton-on-Hudson, NY: North River Press, Inc.

Goldratt, E. M. 1990. *The Haystack Syndrome: Sifting Information Out of the Data Ocean*. Croton-on-Hudson, NY: North River Press, Inc.

Goldratt, E. M. 1991. *The Haystack Syndrome: Sifting Information Out of the Data Ocean*. Audio book. New Haven, CT: Avraham Y. Goldratt Institute.

Goldratt, E. M. 1990. *What is this Thing called Theory of Constraints and How should it be Implemented?* Croton-on-Hudson, NY: North River Press, Inc.

Goldratt, E. M. 1992. *Late Night Discussions 1-12 with Alex and Jonah*. New Haven, CT: Avraham Y. Goldratt Institute.

Goldratt, E. M. 1994. *It's not Luck*. Great Barrington, MA: North River Press, Inc.

Goldratt, E. M. 1996. *Production: The TOC Way Work Book*. New Haven, CT: Avraham Y. Goldratt Institute.

Goldratt, E. M. 1997. *Critical Chain*. Great Barrington, MA: North River Press.

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Goldratt, E. M. 1998. *Late Night Discussions on the Theory of Constraints*. Great Barrington, MA: North River Press.

Goldratt, E. M. 1998. *Essays on the Theory of Constraints*. Great Barrington, MA: North River Press.

Goldratt, E. M. with Schragenheim, E. and Ptak, C. A. 2000. *Necessary but not Sufficient*. Great Barrington, MA: North River Press.

Goldratt, E. M. 2003. *Production: The TOC Way (Revised Edition) including CD-ROM Simulator and Workbook*. Revised edition. Great Barrington, MA: North River Press.

Goldratt, E. M. 2005. *Beyond the Goal: Eliyahu M. Goldratt Speaks on the Theory of Constraints. Your Coach in a Box*. New York: Gilden Audio. Audiobook: 8 CDs.

Goldratt, E. M. 2008. *The Choice*. Great Barrington, MA: North River Press.

Goldratt, E. M. 2009. *Isn't it Obvious?* Great Barrington, MA: North River Press.

## **JOURNAL/MAGAZINE/ELECTRONIC JOURNAL ARTICLES**

### **THEORY OF CONSTRAINTS JOURNAL**

Goldratt, E. M. 1987. "Chapter 1 hierarchical management—The inherent conflict," *The Theory of Constraints Journal* 1(1):1-17.

Goldratt, E. M. 1987. "A visit—Modine, the McHenry plant," *The Theory of Constraints Journal* 1(1):19-40.

Goldratt, E. M. 1988. "Chapter 2 laying the foundation," *The Theory of Constraints Journal* 1(2):1-20.

Goldratt, E. M. 1988. "Apologia or in the move towards the third stage," *The Theory of Constraints Journal* 1(2):23-38.

Goldratt, E. M. 1988. "Chapter 3 the fundamental measurements," *The Theory of Constraints Journal* 1(3):1-21.

Goldratt, E. M. 1988. "A visit—When quoted lead times are too long," *The Theory of Constraints Journal* 1(3):23-46.

Goldratt, E. M. 1989. "Chapter 4 the importance of a system's constraint," *The Theory of Constraints Journal* 1(4):1-12.

Goldratt, E. M. 1989. "A visit—(fictional visit-real plants) Looking beyond the first stage: Just in Time," *The Theory of Constraints Journal* 1(4):13-46.

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Goldratt, E. M. 1989. "Chapter 5 how complex are our systems?" *The Theory of Constraints Journal* 1(5):1-14.

Goldratt, E. M. 1989. "Looking beyond the first stage—Just in Time: Part two," *The Theory of Constraints Journal* 1(5):15-48.

Goldratt, E. M. 1990. "Chapter 6 the paradigm shift," *The Theory of Constraints Journal* 1(6):1-23.

Goldratt, E. M. 1990. "Looking beyond the first stage—Just in Time: Part three," *The Theory of Constraints Journal* 1(6):25-43.

**INDUSTRY WEEK LATE NIGHT DISCUSSION SERIES**

Goldratt, E. M. 1991. "Late-night discussions I: Is your inventory putting you a continent away?" *Industry Week* July 1, 240(13):24-26.

Goldratt, E. M. 1991. "Late-night discussions II: Single-source purchasing's long-term effects can be devastating," *Industry Week* August 5, 240(15):29-31.

Goldratt, E. M. 1991. "Late-night discussions III: Transfer prices can be perilous, no matter how they're determined," *Industry Week* September 2, 240(17):68-70.

Goldratt, E. M. 1991. "Late-night discussions IV: Why lightless plants got buried under the carpet," *Industry Week* October 7, 240(19):55-57.

Goldratt, E. M. 1991. "Late-night discussions V: Searching for Japan's core statement: Manufacturing success of Japanese business," *Industry Week* November 4, 240(21):30-32.

Goldratt, E. M. 1991. "Late-night discussions VI: Time for Total Quality Management to confront the real issues," *Industry Week* December 2, 240(23):51-53.

Goldratt, E. M. 1992. "Late-night discussions VII: Why engineering is the key to competition," *Industry Week* January 6, 241(1):17-19.

Goldratt, E. M. 1992. "Late-night discussions: VIII: When is a paradigm shift really a paradigm shift?" *Industry Week* February 3, 241(3):63-65.

Goldratt, E. M. 1992. "Late-night discussions IX: Dealing with a market downturn," *Industry Week* March 2, 241(5):43-45.

Goldratt, E. M. 1992. "Late-night discussions X: Different markets, different prices," *Industry Week* April 6, 241(7):58-60.

Goldratt, E. M. 1992. "Late night discussions XI: Tearing down the walls of distrust," *Industry Week* May 4, 241(9):27-29.

Goldratt, E. M. 1992. "Late-night discussions XII: How cost accounting can get in the way," *Industry Week* June 1, 241(11):38-40.

**OTHER JOURNAL/MAGAZINE ARTICLES**

Goldratt, E. M. 1988. "Computerized shop floor scheduling," *International Journal of Production Research* 26(3):443-455.

Goldratt, E. M. 1993. "What is the Theory of Constraints?" *APICS—The Performance Advantage* June. Reprinted in *Selected Readings in Constraints Management*. Falls Church, VA: APICS. 1996, 3-6.

Goldratt, E. M. 1996. "My saga to improve production: Part 1," *APICS—The Performance Advantage* July 6(7):32-35.

And

Goldratt, E. M. 1996. "My saga to improve production: Part 2," *APICS—The Performance Advantage* August 6(8):34-36. Reprinted in:

Goldratt, E. M. 1996. "My saga to improve production" Reprinted in *Selected Readings in Constraints Management*. Falls Church, VA: APICS 43-48.

And in

Goldratt, E. M. 2003. *Production: The TOC Way (Revised Edition) including CD-ROM simulator and workbook*. Great Barrington, MA: North River Press.

Goldratt, E. M. 1997. "The TOC approach to organizational empowerment," *APICS—The Performance Advantage* April 7(4):45-48.

Goldratt, E. M. 2009. "Standing on the Shoulders of Giants," *The Manufacturer*, June, accessed Feb. 4, 2010 at:

[http://www.themanufacturer.com/uk/content/9280/Standing\\_on\\_the\\_shoulders\\_of\\_giants](http://www.themanufacturer.com/uk/content/9280/Standing_on_the_shoulders_of_giants).

Goldratt, E. M. 2009. "The Power of Cause and Effect," *Diamond Weekly* 3/14:124-128.

**OTHER WORKS****PLAYS**

Goldratt, E. M. 1995. *UnCommon Sense*. The play (final revision), New Haven, CT: Avraham Y. Goldratt Institute. Shown in over 2 dozen different cities and sometimes part of "An Evening with Eli".

**COMMERCIAL SOFTWARE**

Goldratt, E. M. 1979. *Optimized Production Technology (OPT)*. Manufacturing scheduling software. Milford, CT: Creative Output.

**CHAPTERS IN BOOKS**

Selected Bibliography of Eliyahu M. Goldratt

Goldratt, E. M. 1997. "Focusing on constraints, not costs". In *Rethinking the Future*, R. Gibson, ed. London: Nicholas Brealey Publishing Ltd.

### **MANAGEMENT SKILLS WORKSHOP SERIES (workbooks)**

Goldratt, E. M. 1995. *Management Skills Workshop: Sessions 1-5*. New Haven, CT: Avraham Y. Goldratt Institute.

*Session 1 Resolving day-to-day conflicts.*

*Session 2 Dealing with half-baked solutions.*

*Session 3 Initiating skills: Addressing chronic conflicts.*

*Session 4 Delegation skills: Aligning authority with responsibility; Giving clear instructions.*

*Session 5 Team skills: Achieving ambitious targets.*

### **WHITE PAPERS AND OTHER UNPUBLISHED WORKS**

Goldratt, E. M. and George Plossl. 1984. *A Town Without Walls*. Whitepaper, distributed during APICS 1984 International Conference in Las Vegas/USA

Goldratt, E. M. 1996. "Empowerment: Misalignments between responsibility and authority," white paper. Accessed March 26, 2010 at <http://www.goldratt.com/empower.htm>

Goldratt, E. M. 1998. On Saddam Hussein, Milestones, and How the Theory of Constraints Applies to Project Management. [ManagementRoundtable.com](http://ManagementRoundtable.com)..

Goldratt, E. M. 2000. "Project Management: The TOC Way, Tutor Guide and Workbook," including CD-ROM simulator. Unpublished book. Roelofarendsveen, The Netherlands: A.Y.G.I. Ltd.

### **POOGI FORUM LETTER SERIES**

Goldratt, E. M. 1999-2002. POOGI Forum Letters 1-14. White papers on implementing TOC.

*Letter 1: Moving the Organization – the TOC Way.*

*Letter 2: Enabling TOC to spread much faster.*

*Letter 3: The direction of the solution.*

*Letter 4: The solution.*

*Letter 5: The solution (continued).*

*Letter 6: When logic and emotion clash, which one wins?*

*Letter 7: Local implementation of a holistic approach is an oxymoron.*

*Letter 8: Presentation to top managers – Deciding on a holistic approach.*

*Letter 9: How to get results with TOC.*

*Letter 10: Necessary but not sufficient – Chapter 12.*

*Letter 11: The story line of necessary but not sufficient.*

*Letter 12: How to implement a holistic approach bottom-up? – The problem.*

*Letter 13: How to move an organization bottom-up? – The solution.*

*Letter 14: What should be done to make TOC the main way for running organizations?*

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Accessed at:

[http://www.toc-goldratt.com/Theory\\_of\\_Constraints.php?cont=137](http://www.toc-goldratt.com/Theory_of_Constraints.php?cont=137)

### **STRATEGY AND TACTIC TREES**

Goldratt, E. M. 2008. Pay-per-Click (PPC) S&T, Level 3, July.

Goldratt, E. M. 2008. Projects Company S&T, Level 5, July.

Goldratt, E. M. 2008. Retailer S&T, Level 5, July.

Goldratt, E. M. 2008. Consumer Goods Make-to-Stock (MTS) to Make-to-Availability (MTA) S&T, Level 5, September.

Goldratt, E. M. 2009. Manufacturing Make-to-Order (MTO) Reliable Rapid Response S&T, Level 5, May.

All the latest Goldratt approved S&Ts can be downloaded from Goldratt Research Labs with the free HARMONY S&T viewer from:

<http://www.goldrattresearchlabs.com>

## **CONFERENCE/VIDEO PROCEEDINGS/ VIDEO PRESENTATIONS**

### **CONFERENCE/KEYNOTE PRESENTATIONS**

Goldratt, E.M., 1980. Optimized production timetables: a revolutionary program for industry. In: *APICS 23rd Annual International Conference*, Falls Church, VA: APICS.

Goldratt, E.M., 1981. The unbalanced plant. In: *APICS 24th Annual International Conference Proceedings*, Falls Church, VA: APICS.

Goldratt, E. M. 1983. Cost accounting: The number one enemy of productivity. In: *APICS 26<sup>th</sup> International Conference Proceedings*. October. Falls Church, VA: APICS.

Goldratt, E. M. and Fox R. E. 1987. The Theory of Constraints. In: *APICS 30th Annual International Conference and Technical Exhibit*, St Louis. Falls Church, VA: APICS.

Goldratt, E. M. 1996. Theory of Constraints in industry. (Keynote presentation) *APICS Constraints Management Symposium Proceedings*. April 17-19. Falls Church, VA: APICS.

Goldratt, E. M. 2000. Keynote: Necessary but not sufficient. *APICS Constraints Management Technical Conference*, Tampa, FL. Falls Church, VA: APICS.

**KEYNOTE PRESENTATIONS/VIDEO CONFERENCE PRESENTATION**

Goldratt, E. M. 1997. JFL-1 The roots of TOC and the 3 cloud approach. In: *Video Conference Proceedings Jonah Upgrade Workshop*. New Haven, CT: Avraham Y. Goldratt Institute. Nov. 3-6.

Goldratt, E. M. 1997. JFL-16 - Using the 3 cloud approach for buy-in. In: *Video Conference Proceedings Jonah Upgrade Workshop*. New Haven, CT: Avraham Y. Goldratt Institute. Nov. 3-6.

Goldratt, E. M. 2001. Keynote: "Turning TOC into 'the thing to do,'" presentation at Founding TOCICO Founder Conference. Atlanta, GA: TOCICO, November 16-19.

Goldratt, E. M. 2003. Keynote: "Making TOC the main way: The Goldratt Group Strategy & Tactic Tree and the Viable Vision Process," presentation at 1st Annual Worldwide Gathering of TOC Professionals. Cambridge, UK: TOCICO, September 7-10.

Goldratt, E. M. 2004. Keynote: "What is different about TOC?" In: *Video Conference Proceedings of 2<sup>nd</sup> Annual Worldwide Gathering of TOC Professionals*. Miami, FL: TOCICO, October 23-26.

Goldratt, E. M. 2005. Keynote: "Success through simplicity," In: *Video Conference Proceedings of 3<sup>rd</sup> Annual Worldwide Gathering of TOC Professionals*. Barcelona, SP: TOCICO, November 13-16.

Goldratt, E. M. 2005. Keynote: "Viable Vision," In: *Video Conference Proceedings of 3<sup>rd</sup> Annual Worldwide Gathering of TOC Professionals*. Barcelona, SP: TOCICO, November 13-16.

Goldratt, E. M. 2006. Keynote: "The economy of the world: Past and future," In: *Video Conference Proceedings of 4<sup>th</sup> Annual Worldwide Gathering of TOC Professionals*. Miami, FL: TOCICO November 4-7.

Goldratt, E. M. 2007. Keynote: "Freedom of choice," In: *Video Conference Proceedings of 5<sup>th</sup> Annual Worldwide Gathering of TOC Professionals*. Las Vegas: TOCICO, November 3-7.

Goldratt, E. M. 2008. Keynote: "What is TOC?" In: *Video Conference Proceedings of 6<sup>th</sup> Annual Worldwide Gathering of TOC Professionals*. Las Vegas: TOCICO, November 1-4.

Goldratt, E. M. 2009. Keynote: "Standing on the shoulders of giants," In: *Video Conference Proceedings of North American Regional Conference*. Tacoma, WA: TOCICO, June 6-9.

Goldratt, E. M. 2009. Keynote: "Lessons learned: The power of cause-and-effect and TOC = focus," In: *Video Conference Proceedings of 7<sup>th</sup> Annual Worldwide Gathering of TOC Professionals*. Tokyo, JP: TOCICO, November 16-19.

**VIDEO MOVIE/PRESENTATIONS/WEBCASTS**

Goldratt, E. M. 1995. *The Goal*, Des Moines, IA: American Media Incorporated. Movie.



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Goldratt, E. M. 1995. *The Goal: The How-To Version*, Des Moines, IA: American Media Incorporated. Movie.

Goldratt, E. M. 2000. *Deciding on TOC*, (Video presentation DVD) Bedford, UK: Goldratt Marketing Group.

### **GOLDRATT PROGRAM SERIES (video/DVD)**

Goldratt, E. M. 1983. *The OPT CONCEPTS: Executive Video Course*. Milford, CT: Creative Output.

*Learning Module 1: The OPT Way of Thinking*

1. *The Goal of a Manufacturing Organization*
2. *The Unbalanced Plant*
3. *Bottleneck and non-Bottleneck Resources*
4. *Basic Rules of Batch Sizing*

*Learning Module 2: The Just-In-Time System and the OPT Rules*

5. *Just-In-Time vs. Just-In-Case*
6. *OPT Rules Applied in Just-In-Time*
7. *The Path to Logical Ropes*

*Learning Module 3: The Fallacy of Cost Accounting*

8. *Performance Measurement, Part 1*
9. *Performance Measurement, Part 2*
10. *Determining Product Cost*
11. *Investment Justification*

*Learning Module 4: The Logical Ropes of OPT*

12. *Rules of Winning the Game*
13. *Identification of Bottlenecks*
14. *Master Schedule and Derived Schedule*
15. *Safeguarding the Schedule*
16. *OPT as a Productivity Tool*

Goldratt, E. M. 1983. *MRP vs. OPT – Software vs. Thoughtware - Program 1- What MRP Really Does*. Milford, CT: Creative Output.

Goldratt, E. M. 1983. *MRP vs. OPT – Software vs. Thoughtware - Program 2- Where MRP Goes Astray*. Milford, CT: Creative Output.

Goldratt, E. M. 1999. *Goldratt Satellite Program Sessions 1-8*. (Video series: 8 DVDs) Broadcast from Brummen, The Netherlands: Goldratt Satellite Program.

*Program Introduction.*

*Session 1: Operations.*

*Session 2: Finance & Measurements.*

*Session 3: Project Management and Engineering.*

*Session 4: Distribution and Supply Chain.*

*Session 5: Marketing.*

*Session 6: Achieving Buy-in and Sales.*

*Session 7: Managing People.*

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*Session 8: Strategy & Tactics.*

### **THE GOLDRATT WEBCAST SERIES**

Goldratt, E. M. 2008. *The Goldratt Webcast Program on Project Management: Sessions 1-5.* (Video series: 5 sessions) Roelofarendsveen, The Netherlands: Goldratt Marketing Group.

Goldratt, E. M. 2008. *The Goldratt Webcast Program from make-to-stock to make-to-availability: Sessions 1-5.* (Video series: 5 sessions). Roelofarendsveen, The Netherlands: Goldratt Marketing Group.

### **SELF-LEARNING OR EDUCATION SOFTWARE PROGRAMS**

#### **TOC ENTERPRISE WIDE**

Goldratt, E. M. 2001. *TOC Enterprise Wide: A Complete Self-Learning Program.* Bedford, UK: Goldratt Marketing Group. (Video series: 16 CD-ROMs).

*Session 1: TOC on operations.*

*Session 2: TOC on finance and measurements.*

*Session 3: TOC on project management and engineering.*

*Session 4: TOC on distribution and supply chain.*

*Session 5: TOC on marketing.*

*Session 6: TOC on sales and buy-in.*

*Session 7: TOC on managing people.*

*Session 8: TOC on strategy and tactics.*

#### **NECESSARY AND SUFFICIENT SERIES**

Goldratt, E. M. 2002. *Necessary and Sufficient Series Sessions 1-10.* Bedford, UK: Goldratt Marketing Group. (Video series: 10 CD-ROMs).

*Session 1: The reasons for technology.*

*Session 2: The basic assumptions of TOC.*

*Session 3: A look into the rules of operations.*

*Session 4: A look into the rules of project management.*

*Session 5: A look into the rules of distribution.*

*Session 6: A look into measurements.*

*Session 7: The role of software.*

*Session 8: Implementing TOC as a holistic philosophy.*

*Session 9: Getting true consensus from top management.*

*Session 10: The offer: Clients, software providers and TOC.*

#### **TOC INSIGHTS SERIES**

Goldratt, E. M. and Goldratt, A. (R). 2003. *TOC Insights. 4 Self-Learning Computer Software.* Bedford, UK: Goldratt Marketing Group.

*Insights into distribution and supply chain.*

*Insights into finance and measurements.*

*Insights into operations.*

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*Insights into project management and engineering.*