

VALUE CONTROL

VALUE PLANNING DATA

0-29

FOLD

VALUE PLANNING



TITLE _____

DATE _____

WORK SHEET NO. _____ OF SHEETS _____

COMPILED BY _____

REVISION NUMBER _____

VALUE PLANNING OBJECTIVE

1. Profit leadership thru value leadership (ca)
2. Identify the value problem -- degree and o

PRESENT OPERATING DATA

Products	Gross Income		\$ Annual NSB	% Annual NSB to Total	% of Market	Units Volume	Capacity Utilization	Unit Avg. Price	PRESENT COSTS					PRODUCT CHARACTER			MAR			
	Total	Unit							Direct Material	Direct Labor	Applied OH	Period OH	Sensitivity Price/Volume % Contributed Margin	Cost Leadership		Specification Leadership	Strategy		Volume Need	Price Need
	Annual	Annual	Annual	Annual	Annual	Annual	Yes	No	Yes	No	Hold Slide Grow	Buy or Earn		Annual Units % Growth	Avg. Unit Annual Sale					
1																				
2																				
3																				
4																				
5																				
6																				
7																				
8																				
9																				
10																				
11																				
12																				
13																				
TOTAL																				

DATA SOURCE

FOLD

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COMMENTS

VALUE PLANNING
WORK SHEET

specification leadership)
needed value improvement

DEPT. COST PROBLEM - DEGREE & ORDER

BASED PLANS			MARKET STANDARD COSTS UNIT - ANNUAL					COST IMPROVEMENT NEED UNIT - ANNUAL					PROFIT IMPROVEMENT NEED				
Specification Need	Timing	Gross Income	Total	Direct	Direct	Applied	Period	Total	Direct	Direct	Applied	Period	PROFIT - gross income				Order of Priority
Lead - Match - Lag			\$	Unit	Material	Labor	OH	OH	Unit	Material	Labor	OH	OH	Present	Need	Change	
Performance, Features, Appearance, Reliability		%	Annual	Unit	Unit	Unit	Unit	Unit	Unit	Unit	Unit	Unit	Unit	\$	\$	\$	

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VALUE PLANNING DATA

0-29

VALUE
PLANNING



TITLE

DATE

PRESENT OPERATING DATA

Products	Gross Income \$	% Gross Income to Total	\$ Annual NSB	% Annual NSB to Total	% of Market	Units Volume	Capacity Utilization	Unit Avg. Price
	%							
I								
2								
3								
4								
5								
6								
7								
8								
9								
10								
II								
12								
13								

TOTAL

DATA SOURCE

WORK SHEET NO. OF SHEETS

COMPILED BY

REVISION NUMBER

VALUE PLANNING OBJECTIVES

- 1. Profit leadership thru value leadership
- 2. Identify the value problem – degree

PRESENT COSTS				UNIT - ANNUAL		PRODUCT CHARACTER				Strategy		Volume Need
Total Unit Annual	Direct Material Unit Annual	Direct Labor Unit Annual	Applied OH Unit Annual	Period OH Unit Annual	Sensitivity Price/Volume % Contributed Margin	Cost Leadership		Specification Leadership		What	How	Annual Units % Growth
						Yes	No	Yes	No	Hold Slide Grow	Buy or Earn	

OBJECTIVE

Cost leadership (cost & specification leadership)

– degree and order of needed value improvement

COMMENTS

MARKET BASED PLANS					MARKET STANDARD COSTS				
Item	Price Need		Specification Need		Timing	Gross Income \$	Total Unit Annual	Direct Material Unit Annual	Direct Labor Unit Annual
	Avg. Unit Annual Sales	Lead – Match – Lag	Performance, Features, Appearance, Reliability	%					

DEPT. COST PROBLEM - DEGREE & ORDER

UNIT - ANNUAL		COST IMPROVEMENT NEED			UNIT - ANNUAL		PROFIT IMPROVEMENT		
Applied OH Unit	Period OH Unit	Total Unit	Direct Material Unit	Direct Labor Unit	Applied OH Unit	Period OH Unit	PROFIT - gross income		
Annual	Annual	Total	Total	Total	Total	Total	Present \$	Need \$	Change \$

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VALUE PLANNING WORK SHEET

& ORDER

PROFIT IMPROVEMENT NEED

gross income		Order of Priority
Change \$	Change %	

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