

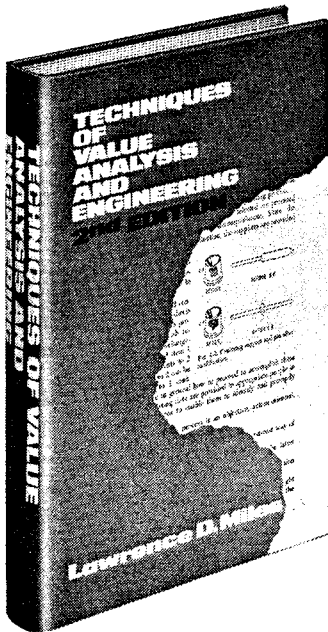
Powerful new cost cutters—from the founder

TECHNIQUES OF VALUE ANALYSIS AND ENGINEERING

Second Edition

By LAWRENCE D. MILES

365 pages, \$12.75



In this updated and expanded edition of his classic work, the founder of Value Analysis shows you step-by-step how to use his powerful system of *disciplined thinking* to get from 25 to 50 per cent better mental work, enabling you to reduce costs of producing goods or services—while increasing their value. Including the newest, most advanced ideas, such as “mind tuning,” the book teaches you to master each technique. Actual case studies show you how this dynamic system is resulting in enormous cost savings—in manufacturing, construction, hospital services, government—and how you can put it to work to do the same for your operation.

Shows you . . .

- How to reduce costs of products and services—while increasing their value
- how to design, make, and sell more products competitively—at good profits
- how purchasing managers can vastly increase their contribution to earnings or budgets
- how health service administrators can provide improved care—without increasing costs
- how government administrators can provide more services—without higher taxes
- how contractors can cut out “wasted costs”

LAWRENCE D. MILES originated the Value Analysis System at General Electric, thereby winning GE's highest honor for extra achievement. He is also the recipient of the Department of the Navy's Distinguished Public Service Award in recognition of his system. Mr. Miles is past president of the Society of American Value Engineers.

Important to all concerned with selling products or services competitively at good profits, Miles' extraordinary work takes you through all the techniques of his powerful cost-cutting system from the beginning to the most advanced. He tells you why so much unnecessary cost exists . . . how to identify “wasted costs” . . . how to divide a problem into “mind-sized” steps . . . how to train and organize for value work. Of special interest are discussions pinpointing areas in the construction field where value analysis could result in tremendous reductions of costs, and on how to apply value analysis to reduce non-contributing costs in hospitals.

CHECK THE COVERAGE OF THESE CHAPTERS

1. Concepts and Approaches.
2. All Cost is for Function.
3. Evaluate the Function.
4. Problem-setting System.
5. Problem-solving System.
6. Setting and Solving Management-decision-type Problems.
7. Setting and Solving Services Problems.
8. Results Accelerators.
9. Using the System.
10. Special Knowledge Required.
11. Understanding the Decision Environment.
12. Effect on Other Work in the Business.
13. Effective Organization for Value Work.
14. Essential Qualifications and Training for Value Analysts and Engineers.
15. Work Content for the Value Analyst, Engineer, and Consultant.
16. Motivation, Measurement, and Tests.
17. Advanced Techniques.
18. Using the System to Reduce Construction Costs.