"Introduction And Philosophy of Value Analysis"

Started - sooner - startled Winne - quality

Examples

What is value

<table>
<thead>
<tr>
<th>Tie</th>
<th>tie clasp</th>
<th>button</th>
</tr>
</thead>
<tbody>
<tr>
<td>Work</td>
<td>-</td>
<td>Sell</td>
</tr>
</tbody>
</table>
| Lowest cost Rel. Acc. | Funct. | - or "Necessary Cost"

Precisely what does the customer want

Philosophy

Average people
Necessary cost - unnecessary cost
Providing function

Identify Function

Evaluate function
By comparison
Use Special techniques

Value contribution across the board

Identify

Evaluate

Started Purch. - now all

Consultants work

Teach - metallurgist
Consult - tax specialist

Value work - art -
Criticize artist's work

Cost no relation to value

Double Nut

Blast & Refine
Stud

Largest deterrent
Decision environment