

85% -- 75 people

HOW TO USE VA TO CUT COSTS

Questions -- asked by group at start

Just operate VA

- 5 - What \$ return per \$
- 4 - How originally sell?
Where do tech. differ from CR?
Where VA fit in org. structure?
- 3 - Is VA applicable to small company?
- 4 - Resistance from top mgt? - If so, how encounter?
How orig. VA maintenance work
Where VA has failed - why?
- 6 - Is VA applicable to service as well as a physical product?
- 7 - Is it more a tool for design or production people?
- 1 - What the H... is VA?
- 2 - How started

Easier way to make a living -

Cold control

Functional approaches

Esteem - use

Basis - second degree

Ident. - name functions

Evaluate them

Evaluate several functions in item

Warm blood - ?

People
personal lives

4 out
alludes
lack of info
lack of idea
Honest wrong beliefs