

(1) (Items used at Japan Steel)

order model goods
not too many repeat orders -

Raise to higher level
Must boost it.
winner lose still

New people
now train young -

6-7 people
in VE office -
20-30 days -

~~Proposals for improvement~~
~~at project 2 -~~

also improvement of personnel

1300 - 1500 proposals
now fully utilized

Med
Training - 20-30 days
orientation

~~Winner can lose but still~~
concluded Aug 1974 Tech.

Embarrassment to managers
4 Qualif. of VR's

Importance of Top Mgt
orientation

Notes for NO RI MAT SU Matsushita elec.

Honor (OK)

Made in Japan

Three parts 72-33

Victor Co.

① Early developments

Purch
Asbestos
Buyer main vendors - list started 5-3
Mfg - motor buy 154-24

Engg
after design - Roanoke
before design
Value consultant
T. Haruna

② Present Developments

govt - collect taxes

INCENTIVES

Disc. Thinking

Patent copies - mind turning etc -

CREATIVITY
Top management
tool for profits in competition

③ Future Developments

Govt
Cost
Value/function data

Computerized Value data
Research -