

L. D. Miles

"In 1938 I bought a suit"

Confidence - General

Confidence - chain -- boss

Confidence -- 99%

Be consistent

Talk to rightman--with authority

Never argue

Coat story

Never Appease

Fight immediately own level

Diplomacy isn't--

isn't pleasant or accomplishing purpose

Erlicher--always told the negative.

Is it pay dirt?

Don't expect impossible.

Think slowly

Change slowly

Win war -- not battle

Attribute to each

Don't let others attitudes affect

G. E. Bigger than any one man

"These costs are low enough"

Get the thrill of proper human relations

Television switch incident

Chromizing incident

Be smooth--not bristling

Deal strongly--bever apologetically.

Bring quickly to point--Erlicher--5 minutes

Value Analysis system of creative cost reduction--good human relations

Realities

Clear picture of function absent
Colored by environmental & past factors (decisions)
Insufficient creativity
Ready stopability

Techniques - force info. & diff. viewpoint

Eval.
Blast - or - refine
Avoid generalities
Answers best sources
Use - pay for vendors contrib.
"my money"

Job plan -

Info.
Create
Prog. Plan.
Prog. Exec.
Reporting

Kirksite
Rpe

→ **Meanwhile**

In enrg. - VE

Warm blood

Disposer stud
Personal loss
J bolt - Baker

→ **Value climate**

Minimum loss
Value is art
Value not instantly demanding
General criteria do not fit specific
Rules

→ **Across the board - who gets? - who loses?**

Industrial enrg. - work simplification
same objective - diff. means