

# VA TECHNIQUES

## A SYSTEMATIC PROCEDURE FOR USING THE MIND EFFECTIVELY

### JOB PLAN

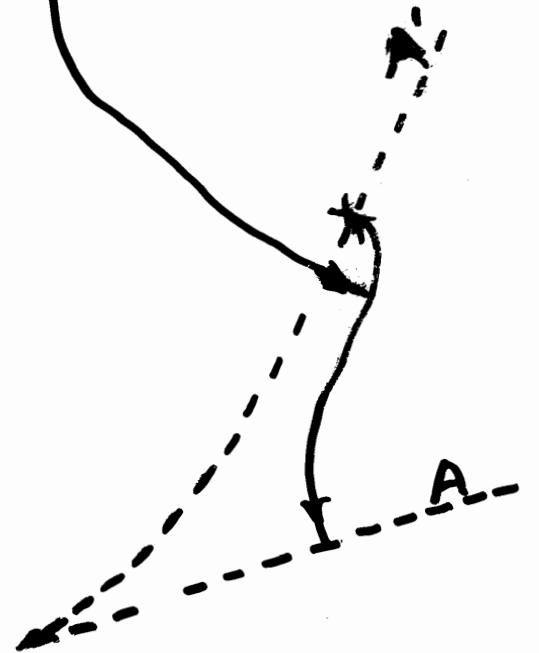
STEP 1 - MIND TUNING "EXACTLY WHAT ARE WE  
TRYING TO DO?"

STEP 2 GATHER INFORMATION  
IDENTIFY ASSUMPTIONS

STEP 3 ANALYZE -  
DETERMINE AND ESTABLISH  
THE EXACT PROBLEM TO BE SOLVED  
(INTENSE FUNCTION STUDY. ETC)

STEP 4 CREAT ETC

BENEFITS TO  
PERFORMANCE  
ORIENTED  
DESIGN PROB.

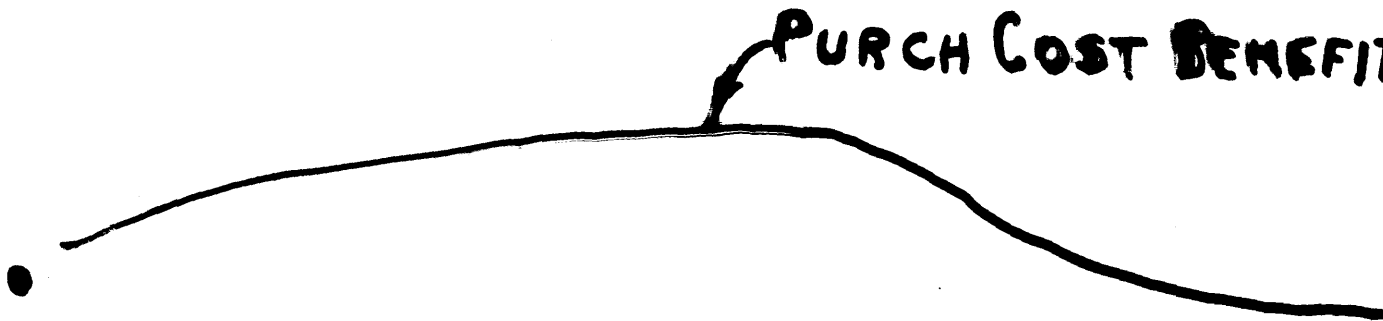


CONSTR. BENEFITS



ADM. BENEFITS

PURCH COST BENEFITS



ENGRS. and MFG. COST BENEFITS

10% OF POTENTIAL

10%

USAGE

5%

'50

'60

'70

80

85

ROSEMARY'S NAME    MILES NAME

CONTROLLING BELIEF

BASIC

# 1

SECURITY

# 2

"WORK HARD & GET"

"FIGHT HARD & TAKE"

SOCIAL

# 3

"WHAT'S BEST FOR THE GROUP  
IS BEST FOR ME"

EGO STATUS

# 4

"WHAT I THINK IS RIGHT  
IS RIGHT"

SELF  
FULFILLMENT

# 5

"WHAT THE EVIDENCE  
SHOWS IS RIGHT"

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