

Week-05-L-05

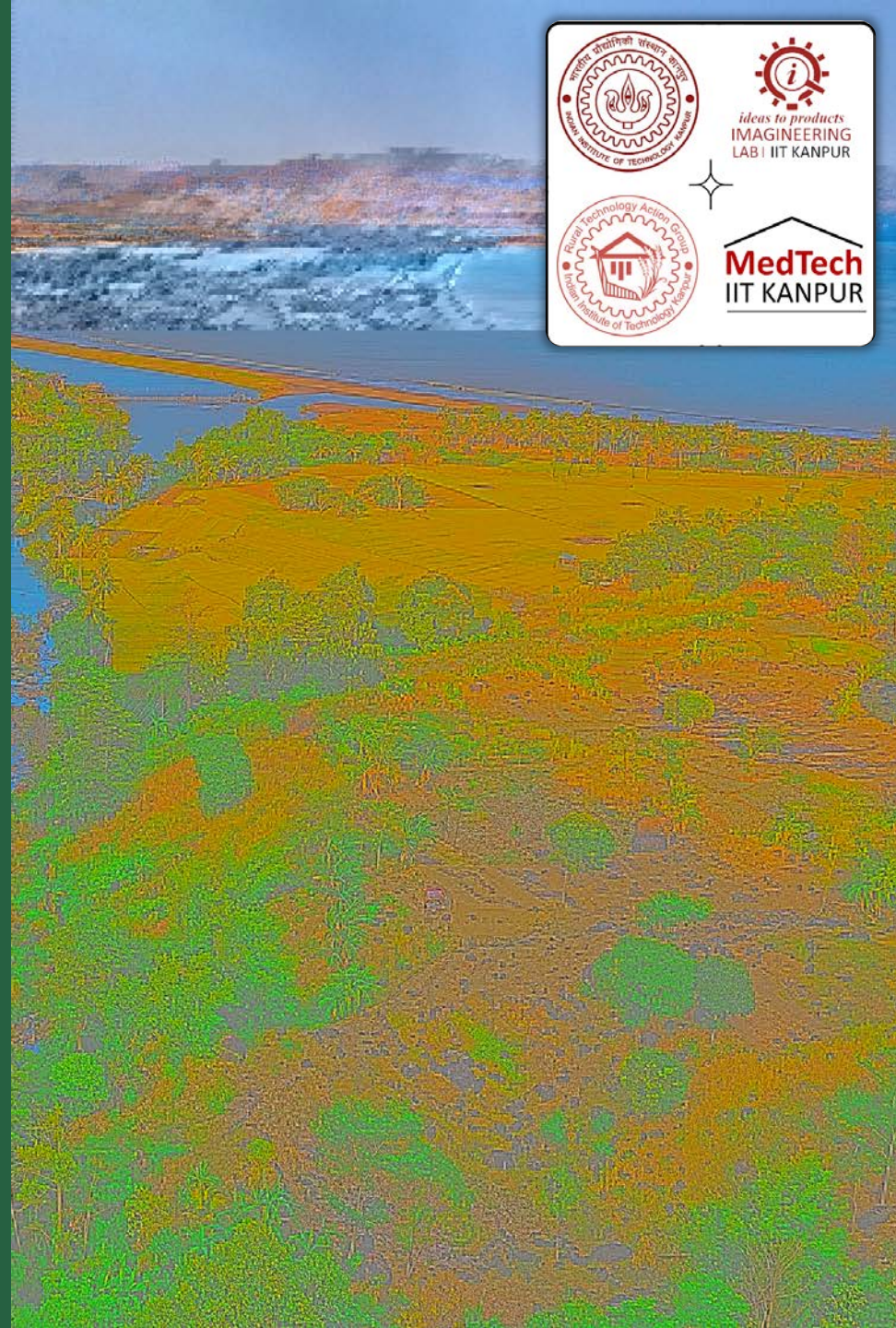
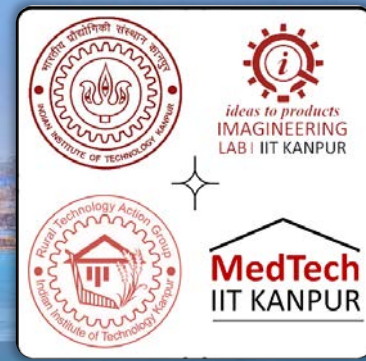
Value Engineering Agricultural Plan

Development and Implementation Phase

Presentation & Report

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Presentation Phase Overview

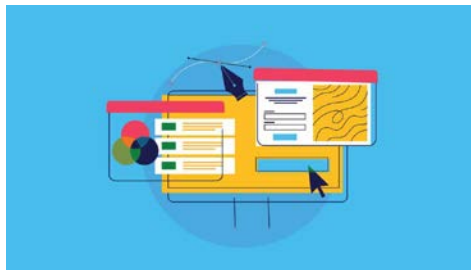
- ***Purpose of Presentation Phase:***
 - Secure commitment for implementing an alternative.
 - Presentation to decision-maker is first step, not the last.
- ***Additional Steps:***
 - Answer questions.
 - Collect more data.
 - Review supporting documentation.
 - Involve other decision-makers.



Key Aspects of the Presentation

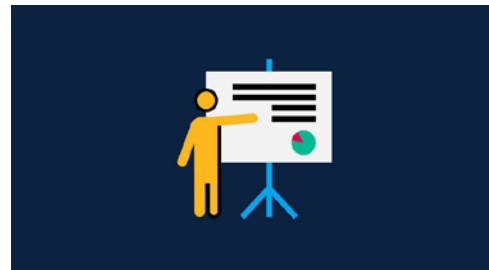
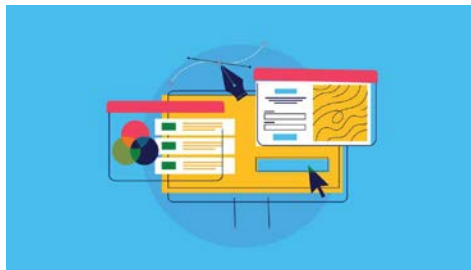
- **Effective Presentation:**

- Oral presentation crucial for selling the proposal.
- Impactful presentation essential to win support.
- The entire team present and introduced.
- Lasts no longer than 20 minutes, followed by a Q&A.
- Illustrated using mockups, models, slides, vu-graphs, or flip charts.
- Team prepared with sufficient backup material to answer questions.



Key Aspects of the Presentation

- **Contents of the Presentation:**
 - Workshop objectives and scope.
 - Team members and their contributions.
 - "Before" and "after" conditions for each alternative.
 - Costs and benefits/advantages and disadvantages/impact of each alternative.
 - How to overcome roadblocks.
 - Validity of data sources.
 - Action plan and implementation schedule.



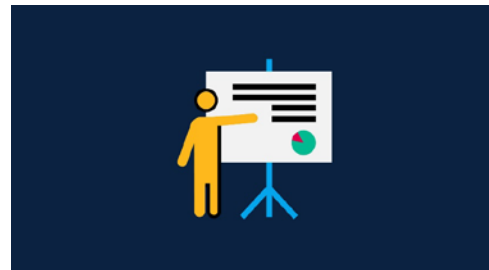
Enhancing Probability of Success

- **Successful Strategies**

- Consider reviewer's needs and tailor terminology accordingly.
- Address decision-making risk and its impact.
- Relate benefits to organizational objectives and goals.
- Highlight collateral benefits to improve proposal acceptance.

- **Actions Leading to Approval**

- Preparation and submission of final workshop report.
- Briefings to other key stakeholders.
- Schedule follow-up meeting to approve the proposal.



Report

- **Documentation:**

- Written reports are essential for supporting study findings.
- Decision-makers require proper documentation.
- Inadequate documentation may lead to proposal rejection.

- **Oral vs. Written:**

- Oral presentations are valuable but shouldn't replace written reports.
- Written reports prompt and receive written replies.
- Oral presentations can be forgotten or overlooked.



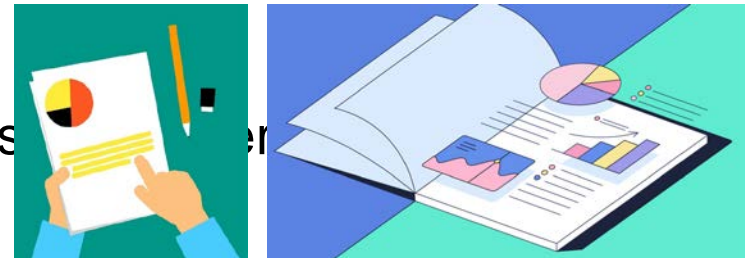
Report

- **Systematic Preparation:**

- A systematic approach includes careful written report preparation.
- The final report should:
 - Address likely questions from decision-makers.
 - Ensure organizational benefits.
 - Provide adequate documentation for a favorable decision.
 - Show performance remains unaffected.

- **Team Letter:**

- Accompany the report with a team letter summarizing recommendations and actions.
- Request action from the sponsor.
- Distribute the letter and report to all stakeholders.



Thank You

