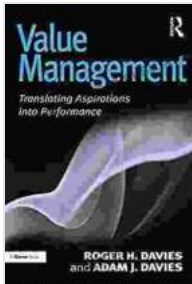


Value Management: Translating Aspirations Into Performance



Value Management: Translating Aspirations into Performance by Roger H. Davies

★★★★★ 5 out of 5

Language : English
File size : 11447 KB
Text-to-Speech : Enabled
Screen Reader : Supported
Enhanced typesetting : Enabled
Word Wise : Enabled
Print length : 320 pages



Value Management is a systematic process that helps organizations translate their aspirations into performance. It involves identifying and prioritizing stakeholders' needs, developing and evaluating options, and making decisions based on their value. Value Management can be used in a variety of settings, including project management, product development, and service delivery.

The Value Management Process

The Value Management process typically involves the following steps:

1. **Identify and prioritize stakeholders' needs.** The first step in Value Management is to identify and prioritize stakeholders' needs. This can be done through a variety of methods, such as surveys, interviews, and focus groups.

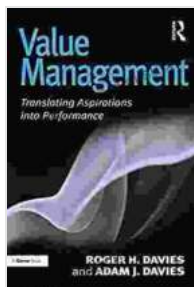
2. **Develop and evaluate options.** Once stakeholders' needs have been identified and prioritized, the next step is to develop and evaluate options for meeting those needs. This can be done through a variety of methods, such as brainstorming, research, and analysis.
3. **Make decisions based on value.** The final step in Value Management is to make decisions based on the value of each option. Value is typically measured in terms of benefits and costs. The option that provides the greatest value should be selected.

The Benefits of Value Management

Value Management can provide a number of benefits to organizations, including:

- **Improved decision making.** Value Management helps organizations make better decisions by providing a systematic process for evaluating options and selecting the one that provides the greatest value.
- **Increased stakeholder satisfaction.** Value Management can help organizations increase stakeholder satisfaction by ensuring that their needs are considered in the decision-making process.
- **Reduced costs.** Value Management can help organizations reduce costs by identifying and eliminating unnecessary features and functions.
- **Improved performance.** Value Management can help organizations improve performance by ensuring that they are focused on the activities that create the most value.

Value Management is a powerful tool that can help organizations translate their aspirations into performance. By following the Value Management process, organizations can identify and prioritize stakeholders' needs, develop and evaluate options, and make decisions based on their value. This can lead to improved decision making, increased stakeholder satisfaction, reduced costs, and improved performance.



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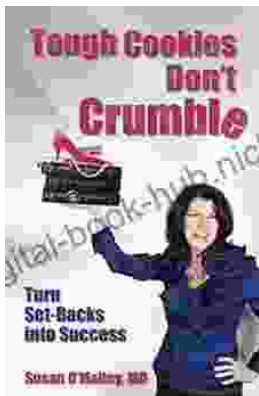
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