

# Perry's Solutions, LLC

**Quarterly Newsletter**

**May 2024**

Welcome to our quarterly newsletter. Since 2009 we have prided ourselves on providing you with clear and concise information that can be implemented in your daily operations. If you receive value from this, please share with a colleague.

## **DEMING'S 14 POINTS**

Deming is recognized for his 14 Points for Management. A few click with me. 1. End the practice of awarding business on the basis of price tag. [As a consultant, companies avoid hiring because they can do it themselves – but they lose value. Long term cost is much higher.] 2. Drive out fear. [Still see so many examples of fear-based management. Massive negative impacts.] 3. Remove barriers that rob people of their right to pride of workmanship (no merit raises) [these practices kill motivation. Always have.] Thoughts?

## **DESIGN NEWS ARTICLE – DOE IN R&D**

Over the years, we have written over 20 articles about advanced and fresh product development topics. Recently we noticed we did not address how we got started. Things began by using Design of Experiments in R&D. This was not normal! It is also extremely powerful. <https://bit.ly/3mMu9H7> Are you gaining the DOE benefits available?

## **THE FOUR AGREEMENTS – DO YOUR BEST**

I was recently reading a book called “The Four Agreements.” One of the sections focuses on “doing your best.” When performing problem solving, I hear people talk about “doing everything we can” or “doing enough.” The first comment can never be satisfied and is setting up for failure. The second statement is a minimal attitude and is certain to miss the capabilities that exist. However, doing your best is a reasonable expectation. It is important to consider our best can vary day to day. Maybe we are tired or new to a topic. It is not to do your best ever, but simply based on the current situation. Be the best you.

Have a great day!



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