Remimeo

SUB-PRODUCTS

HOW TO COMPILE A SUB-PRODUCT LIST

If you take any VFP and trace it backwards step by step, using a BE-DO-HAVE breakdown of what it took to create it and then wrote up the list as preliminaries, you would have a sub-product list.

Let us take a cup of coffee as the VFP. The minimum sub-products list would divide into what you had to be, what you had to do and what you had to have to wind up with a cup of coffee.

Be: Somebody who wanted a cup of coffee, somebody hatted to make coffee.

Do: Boil water, add coffee, put coffee in a cup, put it someplace where it could be drunk, let it cool until it was drinkable.

Have: Money to buy the necessary, or the ability to make money so you can buy the necessaries or the skill to create the necessaries, water, a pot to boil water in, fuel to make a fire, a fire to put a pot on, time to boil the water, coffee, the skill to make a cup of coffee, a cup to pour it in when made, a place to put it or drink it.

Now when you put this into a sequence of actions you will see that it looks like a doingness list. So you would have to add the havingness list and there would be no point in it unless you brought about the beingness list.

Now from the above you could work out the sub-product list or a cup of coffee. Now if at some future date you found out there was something wrong with the coffee Valuable Final Product all you would have to do is assess this list and find out how come no VFP. The sub-product omits and wrong targets would leap at you and, if handled could result in the VFP of a cup of coffee quite promptly.

And if you yourself were not involved in making the cup of coffee you would be able to debug how come no cups of coffee.

And if other departments or people had to be convinced there was valid reason for no cup of coffee you would use the list.

So as an exercise why don't you compile the sub-product lists for a cup of coffee.

When you get into anything as vast and complex as an Org you can see that sub-product lists are vital to the understanding and accomplishment of VFPs.

And you would not be asking do you have to have one staff member for making each step of making a cup of coffee.

Now as a second exercise take a Valuable Final Product and break it down yourself, just like we broke down the cup of coffee and searchlights will play against the sky, bands will strike up and understanding will reign everywhere and so will VFPs.

Not getting pcs audited? Not getting students trained? Not getting mobs of people walking in the front door? Not buying new buildings? Not having a highly trained expert staff? Do some sub-product lists and assess them and you'll know all about it.

USE AS ORDERS

If a valid sub-product list is used as a basis for issuing orders to a staff member, a section, department, division or Org, they will be right targetted and Valuable Final Products result.

It will greatly increase Org efficiency and show up holes.

When the orders are issued and VFPs do not appear you will know what you are getting and what you are dealing with: Non-compliance? Sabotage? Overload? No recruitment? No hatting? R/Sers? Misguided staff? or what? Well that would be up to you to investigate and you have a guide of the sub-product list and what didn't or couldn't occur and get busy and do something about it.

USE AS QUOTAS

Sub-products can be quota'd and should be but they can only be quota'd in view of what can be done with what one has.

When you quota just one sub-product in a long line-up of other unquota'd sub-products you can get into a situation where the sub-product or the quota'd sub-product is lacking support and so won't occur. In this case you can see that the sub-product gets the support while being obtained on a cope basis.

You can't just chant a lot of figures at a staff.

It is safer to quota the doable and then gradually add quotas to new doables as your facilities and capacity expand.

You can quota an HGC on pcs gotten into session. But remember you will also have to quota tech services phone calls and letters.

To do quotaing you have to know how to "play the piano" and have to be totally knowledgeable of existing scenes at any given moment. It is not an Ivory Tower job.

You can quota 500 file folders filed but remember you had better quota, for that time only, 500 file folders if there are non.

Quotaing does result in sub-products which result in VFPs and should be done.

But it is a highly educational process. The response can be anything from "They don't make them anymore" to "The auditors have no pens" or "It's busted" but the point is whatever turns up on quotaing you can handle it.

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Sub-product lists are made for those who are not dedicated to the cult of poverty and destitution.

So quota and very soon you will find out more about playing the org piano than ever before and you may even get some VFPs too which is after all the label of the game. If you misquota too often and don't learn in the process you'll probably get a mutiny.

It's fairly certain that if you quota nothing you won't ever get a cleared area. So quota away and quota intelligently.

DEBUG USE

A major use of sub-product lists is debugging the absence of high quantity, high quality valuable final products or no product at all.

As it is VFPs which keep an Org going, not promises or hope you can see that a sub-product list is vital to straighten out an area.

By assessing the sub-product list against a direct inspection of the area to which it applies one can see the major things that are missing. It is these missing things which are preventing the attainment of the Valuable Final Product of the area, so vital to the Org's survival.

UNDERSTANDING

A sub-product list enormously assists an understanding of what an area is supposed to be doing.

It will be found that staffs in a section or department or even division don't really know what it is supposed to be doing.

By simply taking up the sub-product lists with them point by point, they will suddenly envision the VFP and see what it really is.

PRODUCTION

People can be very busy without producing anything. The busyness of people can sometimes be rather misdirected.

By having an exact list of sub-products a staff gets a very good reality on what productive busyness is. They will coordinate their busyness and drop out non-productive busyness and real Org VFPs will begin to appear.

ORGANIZATION

As an Org is compartmented, staff members in one part of an Org or even in one part of a department have no view of other areas and don't know what they are supposed to be doing. A sub-product list is highly informative to them. What is supposed to be coming out of that other area?

Also a staff member is a part of a flow line. If he has no idea what the point earlier on the line is supposed to be doing and what the point later on the line is supposed to be doing he sometimes can't see the value of what he is supposed to be doing and does not take adequate responsibility for it as he may not conceive how important it is to the VFP.

A case in point of this - you won't believe it - was where a Division Two could not understand why they got no re-signs until they found that F/Ning students were a subproduct of the Academy. When they discovered this - and that there were no F/Ning students in the Academy but an awful lot of high TA students - they couldn't do anything about their own plight. (Needless to say the fur flew at the staff meeting.) Thus, using sub-product lists, a part of an Org can improve itself and its own VFP by knowing what sub-product another part is supposed to be producing.

INCOMPLETE LISTS

Where you have incomplete sub-product lists - and probably no sub-product lists are perfect - you can get a false sense of security.

An incomplete list does not operate well as a debug list. Thus sub-product lists have to be intelligently used and often recompiled. They also have to be suitable to the activity for which they are compiled.

WRONG LISTS

Where a sub-product list is wrongly worked out the staff in that area can be mistargetted and can be made very busy again with no VFP.

The test of any sub-product is: Is it resulting in VFPs? If not somebody has been busy making a staff busy.

The test of a correct sub-product list is does it result in good VFPs when used.

And knowing all this, you can now act and the VFPs will now magically appear.

It's all just magic after all isn't it?

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