The Good, the Bad and the Mediocre: Creating Insightful Stories on Process Improvement

Supplementary file

Model equations

perceived delivery dependability= SMOOTHi((throughput time competitors)/throughput time,ST market ,INI perceived delivery dependability) Dmnl ~ ~ perceived quality level= SMOOTHi(quality level/(quality level competitors),ST market ,INI perceived quality level) Dmnl ~ ~ perceived price level= SMOOTHi(price/(price level competitors), ST market, INI price level) Dmnl ~ ~ management's program commitment= SMOOTH((E perceived financial effort on commitment+E improvement results on commitment))/2,ST management's commitment) ~ Dmnl Perceived financial effort for process improvement= XIDZ(expenses for process improvement, (revenues-expenses), expenses for process improvement) /1e-012) Dmnl ~ ~ 1 E perceived financial effort on commitment= T E perceived financial effort on commitment(Perceived financial effort for process improvement)) Dmnl ~ T E perceived financial effort on commitment([(-1,0)-(1,1)], (-1,0), (0,0), (0,1), (0.1,1), (0.2,0.75), (0.3,0.5), (0.4,0.25), (0.5,0.125),),(0.6,0.075),(0.7,0.0375),(0.8,0.01875),(0.9,0)) ~ expenses for process improvement= budget for improvements/days per year €Day ~ ST management's commitment=

360

Day INI price level= 1 Dmnl ~ budget for improvements= GAME (normal budget for improvements) € ~ ~ accumulated profits= INTEG (revenues-expenses-expenses for process improvement-expenses for process improvement, INI finanzielle mittel) € :SUPPLEMENTARY ~ INI fraction of accumulated profits for process improvements= 0.1 Dmnl ~ ~ normal budget for improvements= INITIAL(INI finanzielle mittel*INI fraction of accumulated profits for process improvements) € ~ ~ expected results processes' quality= workers' effort in process improvement*LN(2)*INI likelihood of defects introduction/ "expected half-life time" Dmnl/Day ~ ~ expected results quality control= workers' effort in process improvement*LN(2)*INI quality control/"expected half-life time" Dmnl/Day ~ ~ expected results processing time= workers' effort in process improvement*LN(2)*INI processing time/"expected half-life time" Dmnl ~ ~ T E improvement results on commitment([(0,0)-(2,1.5)],(0,0.25),(0.5,0.5),(1,1),(1.5,1.25),(2,1.5))Dmnl ~ ~ average salaries= 2500 €(Worker*Month) ~ ~ perceived improvement results= (perceived results workers' productivity+perceived results machinery down time+perceived results processing time\ +perceived results suppliers' quality+perceived results processes' quality+perceived results quality control)/6

Dmnl ~ "max. likelihood of defects introduction"= 0.4 Dmnl ~ ~ expected results machinery down time= workers' effort in process improvement*LN(2)*INI machinery down time/"expected half-life time" Dmnl/Day ~ ~ "min. processing time"= 1 Day ~ expected results workers' productivity= workers' effort in process improvement*LN(2)*INI worker productivity/"expected half-life time" ~ Dmnl/Day ~ "expected half-life time"= 200 ~ Day ~ perceived results workers' productivity= gains in worker productivity/expected results workers' productivity Dmnl ~ ~ expected results suppliers' quality= workers' effort in process improvement*LN(2)*INI fraction of defects from suppliers/ "expected half-life time" Dmnl/Day ~ ~ perceived results machinery down time= improvements in machinery down time/expected results machinery down time Dmnl ~ ~ perceived results processing time= improvements in processing time/expected results processing time ~ Dmnl ~ perceived results quality control= improvements in quality control/expected results quality control Dmnl ~ ~ E improvement results on commitment= T E improvement results on commitment(perceived improvement results) ~ Dmnl ~ perceived results processes' quality= improvements in likelihood of defects introduction/expected results processes' quality

~ Dmnl

perceived results suppliers' quality= improvements in suppliers' quality/expected results suppliers' quality Dmnl captial unit costs= (KAPITALKOSTEN+perceived inventory turnover*INTERNER ZINSSATZ*material costs)/net production rate €Unit ~ ~ unit costs= (unit labor costs+material costs+captial unit costs) €Unit ~ unit labor costs= average salaries/days per month*work force/net production rate €Unit ~ ~ focus machinery down time= GAME (INI effort for machinery down time/SUM INI improvement effort) Dmnl ~ ~ focus quality control= GAME (INI effort quality control/SUM INI improvement effort) Dmnl ~ ~ gains in worker productivity= ("max. worker productivity"-worker productivity)*LN(2)*workers' effort in process improvement\ *effort worker productivity /"half-life time worker productivity" Unit/(Worker*Day*Day) ~ improvements in processing time= (processing time-"min. processing time")*LN(2)/"half-life time processing time"*workers' effort in process improvement *effort processing time ~ Day/Day improvements in likelihood of defects introduction= (likelihood of defects introduction-"min. likelihood of defects introduction")*LN(2)\ /"half-life time likelihood of defects introduction" *effort for likelihood of defects introduction*workers' effort in process improvement Dmnl/Day ~ ~ improvements in suppliers' quality= (fraction of defects from suppliers-"min. fraction of defects from suppliers")/"half-life time fraction of defects from suppliers"*LN(2)*workers' effort in process improvement *effort fraction of defects from suppliers Dmnl/Day ~ ~

improvements in machinery down time=

LN(2)*(machinery down time-"min. machinery down time")/"half-life time machinery down time" *effort for machinery down time *workers' effort in process improvement Dmnl/Day ~ ~ improvements in quality control= ("max. quality control"-quality control)*LN(2)*workers' effort in process improvement *effort quality control /"half-life time quality control" Dmnl/Day ~ ~ effort for machinery down time= focus machinery down time*SUM INI improvement effort Dmnl ~ ~ effort quality control= focus quality control*SUM INI improvement effort ~ Dmnl ~ focus processing time= GAME (INI effort processing time/SUM INI improvement effort) Dmnl ~ ~ focus worker productivity= GAME (INI effort worker productivity/SUM INI improvement effort) Dmnl ~ ~ focus likelihood of defects introduction= GAME (INI effort for likelihood of defects introduction/SUM INI improvement effort) ~ Dmnl ~ effort for likelihood of defects introduction= focus likelihood of defects introduction*SUM INI improvement effort Dmnl ~ ~ focus on fraction of defects from suppliers= GAME (INI effort fraction of defects from suppliers/SUM INI improvement effort) Dmnl ~ ~ effort worker productivity= focus worker productivity*SUM INI improvement effort Dmnl ~ ~ effort processing time= focus processing time*SUM INI improvement effort Dmnl ~ - -effort fraction of defects from suppliers= focus on fraction of defects from suppliers*SUM INI improvement effort Dmnl ~ ~

likelihood of defects introduction= INTEG (

deteriorations in likelihood of defects introduction-improvements in likelihood of defects introduction

INI likelihood of defects introduction)

- ~ Dmnl ~
- "max. processing time"=
 - 3
 - ~ Day
 - -
- quality control= INTEG (
 - -deteriorations in quality control+improvements in quality control,
 - INI quality control)
 - ~ Dmnl ~
 - . |
- deteroations in suppliers' quality=
 - ("max. fraction of defects from suppliers"-fraction of defects from suppliers
 -)*LN(2)/ET fraction of defects from suppliers
 - ~ Dmnl/Day
 - ~ |
- "max. machinery down time"=
 - 0.2

~

- Dmnl
- SUM INI improvement effort= INITIAL(

- INI effort worker productivity+INI effort for likelihood of defects introduction+INI effort processing time
- +INI effort fraction of defects from suppliers+INI effort for machinery down time+INI effort quality control
 -) ~ Dmnl ~
- fraction of defects from suppliers= INTEG (

- deteroations in suppliers' quality-improvements in suppliers' quality,
 - INI fraction of defects from suppliers)
- ~ Dmnl

~

- machinery down time= INTEG (
 - -improvements in machinery down time+deteriorations in machinery down time,
 - INI machinery down time)
 - ~ Dmnl ~
- worker productivity= INTEG (
 - -loses in worker productivity+gains in worker productivity,
 - INI worker productivity)
 - Unit/(Worker*Day)
 - ~ |
- INI effort for likelihood of defects introduction= INITIAL(
 - - -INI likelihood of defects introduction)/(workers' effort in process improvement
 - *(LN(2)/"half-life time likelihood of defects introduction")*(INI likelihood of defects introduction\ -"min. likelihood of defects introduction"

))) ~ Dmnl ~

INI effort processing time= INITIAL(

(LN(2)/ET processing time)*("max. processing time"-INI processing time)/(workers' effort in process improvement\

(LN(2)/"half-life time processing time")(INI processing time-"min. processing time"

)))) ~ Dmnl

~

INI effort fraction of defects from suppliers= INITIAL(

(LN(2)/ET fraction of defects from suppliers)*("max. fraction of defects from suppliers"\ -INI fraction of defects from suppliers

)/(workers' effort in process improvement*(LN(2)/"half-life time fraction of defects from suppliers"\)*(INI fraction of defects from suppliers

-"min. fraction of defects from suppliers"

))) ~

Dmnl

INI effort for machinery down time= INITIAL(

(LN(2)/ET machinery down time)*("max. machinery down time"-INI machinery down time)/(workers' effort in process improvement*(LN(2)/"half-life time machinery down time"\)*(INI machinery down time

-"min. machinery down time"

)))) ~ Dmnl ~ |

INI effort quality control= INITIAL(

(INI quality control-MINIMALER ANTEIL FEHLERENTDECKUNG)*LN(2)/ET quality control/(("max. quality control")

-INI quality control)*LN(2)*workers' effort in process improvement

- /"half-life time quality control"))
- ~ Dmnl ~

deteriorations in likelihood of defects introduction=

("max. likelihood of defects introduction"-likelihood of defects introduction)*LN(2)\

/ET likelihood of defects introduction

- Dmnl/Day
- ~ |

~

~

deteriorations in machinery down time=

("max. machinery down time"-machinery down time)*LN(2)/ET machinery down time

- ~ Dmnl/Day

"max. fraction of defects from suppliers"=

0.4 ~ Dmnl ~ | GAME INTERVAL= GAME(30) ~ Day ~ ~ :SUPPLEMENTARY

program commitment workers= INTEG (

(change in workers' commitment+E management on workers' commitment), INI workers' commitment) Dmnl ~ ~ "min. worker productivity"= 8 ~ Unit/(Day*Worker) ~ MINIMALER ANTEIL FEHLERENTDECKUNG= 0.8 Dmnl ~ ~ processing time= INTEG (deteriorations in processing time-improvements in processing time, INI processing time) Day ~ deteriorations in quality control= (quality control-MINIMALER ANTEIL FEHLERENTDECKUNG)*LN(2)/ET quality control Dmnl/Day ~ ~ loses in worker productivity= (worker productivity-"min. worker productivity")*LN(2)/ET worker productivity Unit/(Worker*Day*Day) ~ ~ ET machinery down time= 1080 ~ Day ~ INI effort worker productivity= INITIAL((INI worker productivity-"min. worker productivity")*LN(2)/ET worker productivity/(() "max. worker productivity" -INI worker productivity)*LN(2)*workers' effort in process improvement /"half-life time worker productivity")) Dmnl ~ ~ deteriorations in processing time= ("max. processing time"-processing time)*LN(2)/ET processing time ~ Day/Day ~ INI workers' commitment= INITIAL(0.786821) Dmnl ~ ~ machinery capacity= 10000*(1-machinery down time) Unit/Day ~ ~ T E market share on margin([(0,0)-(2,2)],(2,2),(1.3,2),(1.2,1.75),(1.1,1.5),(1.05,1.1),(1,1),(0.95,0.9),(0.9,0.5),(0.9,0.),(0.8,0.25),(0.7,0),(0,0))

Dmnl ~

E market share on margin=

T E market share on margin(market share/desired market share)

Dmnl ~

price=

SMOOTH(unit costs*(1+desired margin*E market share on margin), AT price) €Unit ~ ~ desired market share= INI traditional market share Dmnl ~ ~ T decline in memmories in lay offs= perceived job security/ST forgetting lay offs ~ Dmnl/(Day*Day) ~ willingness to hire= GAME(1) Dmnl ~ ~ INI experience level= "averag. experiences new recruits"*hiring+ on the job experiences/(1/DT forgetting time experiences\ +1/work force*(laying off+fluctuation+on the job experiences/"max. averag. experience level")) Hour ~ ~ fraction of workers' productivity for training= (1-training effort-fraction of training effort) Dmnl ~ ~ INI workers' productivity= 10 Unit/(Worker*Day) ~ ~ INI perceived quality level= 1 Dmnl ~ ~ INI perceived delivery dependability= 1 Dmnl ~ ~ fraction of training effort= "max. fraction working day for improvements"*program commitment workers Dmnl ~ ~ INI training level=

"averag. training new recruits"*hiring+intensity of training*work force/(1/DT forgetting time training\

+1/work force*(fluctuation+laying off)+intensity of training/"max. averag. training level"\

) Hour ~

~

workers' effort in process improvement=

"averag. improvement capabilities worker"*program commitment workers

~ Dmnl ~

gains in experience through hiring=

"averag. experiences new recruits"*hiring

Hour/Day ~

ST workers' productivity=

~

30 ~ Day ~

DT forgetting time experiences=

1800

~	Day	
~		

work day=

8 Hour/(Day*Worker) ~

ordering=

~

customer order rate ~

Unit/Day

E commitment on gains in commitment=

T E commitment on gains in commitment(program commitment workers)

~ Dmnl ~

expenses=

unit costs*net production rate

€Day ~ ~

desired management support per worker=

1

~

~ Hour/Worker/Day	y
-------------------	---

~

desired management support=

work force*desired management support per worker*program commitment workers

Hour/Day ~

T effekt arbeitsplatzsicherheit auf commitment(

[(0,-1)-(0.1,0)],(0,0),(0.0075,-0.35),(0.02,-0.6),(0.035,-0.825),(0.06,-0.95),(0.07, -0.975, (0.09, -1), (0.1, -1)) Dmnl ~ ~ 1

T E commitment on gains in commitment(

```
 \begin{array}{l} [(0,0)-(1,1)], (0,0), (0.25,0.5), (0.3,0.58), (0.35,0.65), (0.42,0.72), (0.5,0.75), (0.58,0.72 \\ ), (0.64,0.67), (0.69,0.6), (0.75,0.5), (1,0)) \\ \sim \quad \text{Dmnl} \end{array}
```

~

T E price on market share(

```
[(0.75,0)-(1.25,1.6)],(0.75,1.6),(0.8,1.4),(0.85,1.25),(0.9,1.15),(0.95,1.05),(1,1),\
(1.05,0.95),(1.1,0.85),(1.15,0.75),(1.2,0.6),(1.25,0.4))
~ Dmnl
~ |
```

gross production rate=

min(production capacity,WIP/processing time)

~ Unit/Day

~ |

fluctuation=

work force/DT membership

- ~ Worker/Day

market share=

~

~~~~~

- E quality on market share\*E price on market share\*E delivery dependability on market share\
  - \*traditional market share
  - Dmnl

training effort=

intensity of training\*work day

Dmnl

throughput time=

~

- backlog/net production rate
  - Day
- ~

throughput time competitors= INITIAL(

throughput time\*INI perceived delivery dependability)

Day

"average. lay offs"=

laying off/work force ~ Dmnl/Day

.

DT membership=

~

7200 ~ Day ~

"averag. improvement capabilities worker"=

E experiences on improvement capabities\*"averag. training level"/"max. averag. training level" +E training on improvement capabities

\*"averag. experiences"/"max. averag. experience level"

- ~ Dmnl
- ~

"averag. experiences"=

workers' experiences/work force

~ Hour/Worker

~ "averag. experiences new recruits"= 0.1 Hour/Worker ~ ~ "averag. training level"= workers' training level/work force Hour/Worker ~ ~ "averag. training new recruits"= 0.1 Hour/Worker ~ ~ E delivery dependability on market share= T E delivery dependability on market share(perceived delivery dependability) Dmnl ~ ~ E management support= T E management support(desired management support/management support) Dmnl ~ ~ E quality on market share= T E quality on market share(perceived quality level) Dmnl ~ ~ E perceived job security on commitment= T effekt arbeitsplatzsicherheit auf commitment(perceived job security) Dmnl ~ ~ perceived fluctuation= SMOOTH(fluctuation, ST fluctuation) Worker/Day ~ ~ E experiences on gain in experiences= MAX(1-"averag. experiences"/"max. averag. experience level",0) Dmnl ~ ~ E price on market share= T E price on market share(perceived price level) Dmnl ~ ~ E training on gain in training= MAX(1-"averag. training level"/"max. averag. training level",0) Dmnl ~ ~ E management on workers' commitment= (management's program commitment-program commitment workers)/days per year Dmnl/Day ~ ~

E experiences on improvement capabities=

0.2 Dmnl ~ ~

E training on improvement capabities=

0.8 ~

~

~ ~

Dmnl

increase in memmories in lay offs=

MAX("average. lay offs"-perceived job security, 0 )/ST memmroies lay offs

Dmnl/(Day\*Day) 

hiring=

willingness to hire\*MAX(Workerlücke/EINSTELLUNGVERZÖGERUNGSZEIT+perceived fluctuation

.0) Worker/Day ~ ~

EINSTELLUNGVERZÖGERUNGSZEIT=

90 ~

~

~ ~

- Day

laying off=

willingness to lay off\*MAX(Workerlücke\*(-1),0)/DT laying off

| Worke | er/Day |
|-------|--------|
|       |        |

willingness to lay off=

GAME(1)

Dmnl ~ ~

## DT laying off=

90

~ ~

~

Day ~ ~

on the job experiences=

work force\*program commitment workers\*work day\*"max. fraction working day for improvements"

~ Hour/Day

~

workers' experiences= INTEG (

- gains in experience through hiring+gains in experience-loses in experience from fluctuation and laying off∖
  - -loses in experiences from forgetting, INI experience level) Hour

loses in experience from fluctuation and laying off=

"averag. experiences"\*(laying off+fluctuation)

Hour/Day ~

loses in experiences from forgetting=

workers' experiences/DT forgetting time experiences

Hour/Day gains in experience= E experiences on gain in experiences\*on the job experiences Hour/Day ~ perceived job security= INTEG ( +increase in memmories in lay offs-decline in memmories in lay offs, laying off/work force) Dmnl/Day ~ ~ DT forgetting time training= 1800 Day ~ ~ perceived inventory turnover= SMOOTH(inventory turnover, ST perceived inventory turnover) Day ~ ~ work force= INTEG ( hiring-laying off-fluctuation, desired work force) Worker ~ ~ intensity of training= management's training goal\*"max. averag. training level"/days per year Hour/(Day\*Worker) ~ ~ T E delivery dependability on market share( [(0,0)-(2,1)],(0,0.4),(0.3,0.425),(0.575,0.525),(0.8,0.7),(0.9,0.9),(1,1),(2,1))Dmnl ~ ~ T E management support( [(0,-1)-(2,1)],(0,1),(1,1),(1.05,0.825),(1.1,0.025),(1.25,-0.55),(1.35,-0.8),(1.5,-0.95),(1.25,-0.55),(1.35,-0.8),(1.5,-0.95),(1.25,-0.55),(1.35,-0.8),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.95),(1.5,-0.9),(2,-1)) Dmnl ~ ~ T E quality on market share( [(0.75,0)-(1.25,2)], (1.25,1.6), (1.2,1.4), (1.15,1.25), (1.1,1.15), (1.05,1.05), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (0.95), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (1,1), (,0.95),(0.9,0.85),(0.85,0.75),(0.8,0.6),(0.75,0.4)) Dmnl ~ ~ ST memmroies lay offs= 1 Day ~ desired production rate= desired throughput/perceived process yield Unit/Day ~ ~ T

ST forgetting lay offs= 1800 ~ Day ~ days per year= 360 ~ Day ~ traditional market share= SMOOTHi(market share,ST market share,INI traditional market share) Dmnl ~ ~ ST fluctuation= 14 Day ~ ~ price level competitors= INITIAL( INI price level\*price) €Unit ~ ~ production capacity= min(machinery capacity, fraction of labor productivity for production) Unit/Day ~ ~ workers' training level= INTEG ( gains in training through hiring+training-loses in training from fluctuation and laying off\ -loses in training from forgetting, INI training level) Hour ~ ~ gains in training through hiring= hiring\*"averag. training new recruits" Hour/Day ~ ~ loses in training from fluctuation and laying off= "averag. training level"\*(laying off+fluctuation) Hour/Day ~ ~ loses in training from forgetting= workers' training level/DT forgetting time training Hour/Day ~ ~ fraction of labor productivity for production= work force\*worker productivity\*(1-training effort-fraction of training effort) Unit/Day ~ ~ customer order rate= market demand\*market share Unit/Day ~ ~ 

WOM=

E commitment on gains in commitment\*(E management support+E perceived job security on commitment

+E improvement results on commitment)/3 Dmnl 

ST market share=

~ ~

360 Day ~

desired work force=

~

~

~

desired gross production rate/Perceived Workers' Productivity/fraction of workers' productivity for training

Worker ~ 

change in workers' commitment=

- WOM/T communication
- Dmnl/Day ~

training=

- intensity of training\*work force\*E training on gain in training
  - Hour/Day
- ~

Workerlücke=

desired work force-work force

- Worker ~
- ~

Perceived Workers' Productivity=

- SMOOTHi(worker productivity, ST workers' productivity, INI workers' productivity)
  - Unit/(Day\*Worker) ~

T communication=

~

30 Day ~ ~

INI traditional market share=

- 0.1 ~ Dmnl ~ "max. averag. training level"= 40 ~
  - Hour/Worker ~

management's training goal=

GAME(0.5) Dmnl ~

quality level=

~

1-fraction of defects in supply

- Dmnl ~ ~

"max. fraction working day for improvements"= GAME(0.1) Dmnl ~ ~ "max. averag. experience level"= 100 ~ Hour/Worker ~ management support= desired management support per worker\*work force\*management's program commitment Hour/Day ~ ~ quality level competitors= INITIAL( INI perceived quality level\*quality level) Dmnl ~ ~ INI perceived process yield= 1-quality control\*(likelihood of defects introduction-likelihood of defects introduction\ \*fraction of defects from suppliers +fraction of defects from suppliers) Dmnl ~ ~ perceived process yield= SMOOTHi( ratio net to gross production, ST process yield, INI perceived process yield\ ) Dmnl ~ ~ INI finanzielle mittel= 1e+006 € ~ revenues= net production rate\*price €Day ~ ~ ET processing time= 1080 ~ Day ~ ET quality control= 1080 ~ Day ~ ET worker productivity= 1080 ~ Day ~ ET fraction of defects from suppliers= 1080

~ Day

~ AT price= 30 Day ~ ~ desired margin= GAME(0.15) ~ Dmnl ~ KAPITALKOSTEN= 100 € ~ ~ days per month= 30 Day/Month ~ ~ deliveries= DELAY1(orders,DT deliveries) ~ ~ Unit/Day fraction of defects in supply= ZIDZ(undetected defects,net production rate ) Dmnl ~ ~ market demand= 5000 Unit/Day ~ ~ material costs= 10 €Unit ~ ~ INTERNER ZINSSATZ= 0.1 Dmnl ~ ~ undetected defects= defects in production-defects elimination Unit/Day ~ ~ ST market= 60 Day ~ ~ desired WIP level= desired production rate\*processing time Einheit ~ ~ 

defects elimination= quality control\*defects in production Unit/Day ~ ~ INI quality control= 0.9 ~ Dmnl ~ WIP=INTEG ( +feeding in processes-gross production rate, desired WIP level) Unit ~ ~ "max. quality control"= 1 Dmnl ~ ~ "half-life time quality control"= 150 Day ~ ~ "max. worker productivity"= 12 ~ Unit/(Worker\*Day) ~ INI worker productivity= 10 Unit/(Day\*Worker) ~ ~ "half-life time worker productivity"= 350 ~ Day ~ INI fraction of defects from suppliers= 0.2 Dmnl ~ ~ INI processing time= 2 ~ Day ~ "min. fraction of defects from suppliers"= 0 Dmnl ~ ~ "min. machinery down time"= 0 Dmnl ~ ~ 

"half-life time machinery down time"=

500 Day ~ ~ "half-life time processing time"= 400 ~ Day ~ "half-life time fraction of defects from suppliers"= 700 Day ~ ~ "half-life time likelihood of defects introduction"= 400 Day ~ ~ 1 "min. likelihood of defects introduction"= 0 Dmnl ~ ~ inventory turnover= inventory turnover WIP+inventory turnover materials ~ Day ~ INI likelihood of defects introduction= 0.2 Dmnl ~ ~ feeding in processes= min(desired gross production rate, materials/setup time) Unit/Day ~ ~ ET likelihood of defects introduction= 1080 Day ~ ~ orders= MAX(0, desired gross production rate+correction materials) ~ Unit/Day ~ ratio net to gross production= ZIDZ(net production rate, gross production rate) Dmnl ~ ~ desired materials= desired gross production rate\*desired materials coverage Unit ~ ~ Τ inventory turnover materials= ZIDZ(materials, feeding in processes) Day ~

~ INI machinery down time= 0.1 Dmnl ~ ~ setup time= 1 Day ~ ~ inventory turnover WIP= ZIDZ(WIP, net production rate) Day ~ ~ ST perceived inventory turnover= 7 Day ~ ST process yield= 7 Day defects in materials= INTEG ( defects form supplier-defects feeding in processes, fraction of defects from suppliers\*desired materials) Unit ~ ~ I defects in WIP= INTEG ( defects feeding in processes+defects introduction due to processes-defects in production\ feeding in processes\*(likelihood of defects introduction-likelihood of defects introduction) \*fraction of defects in materials+fraction of defects in materials)\*processing time\ ) Unit ~ I ~ defects introduction due to processes= likelihood of defects introduction\*(feeding in processes-defects feeding in processes\ Unit/Day ~ ~ delivering= net production rate Unit/Day ~ ~ materials= INTEG ( +deliveries-feeding in processes, desired materials) Unit ~ net production rate= gross production rate-defects elimination

~ Unit/Day

~ backlog= INTEG ( ordering-delivering, desired throughput time\*ordering) Unit ~ ~ desired materials coverage= 14 Day ~ ~ correction time materials= 14 ~ Day ~ desired gross production rate= MAX(0,desired production rate+correctionWIP) ~ Unit/Day ~ correction materials= (desired materials-materials)/correction time materials Unit/Day ~ ~ desired throughput= backlog/desired throughput time Unit/Day ~ ~ desired throughput time= 2 Day ~ ~ correctionWIP= (desired WIP level-WIP)/correction time WIP Unit/Day ~ ~ correction time WIP= 7 ~ Day ~ DT deliveries= 7 Day ~ ~ fraction of defects in WIP= defects in WIP/WIP Dmnl ~ ~ defects in production= gross production rate\*fraction of defects in WIP Unit/Day ~ ~ 

defects form supplier= deliveries\*fraction of defects from suppliers ~ Unit/Day

- ~ ~

defects feeding in processes= fraction of defects in materials\*feeding in processes

~ ~ Unit/Day

fraction of defects in materials=

defects in materials/materials

- Dmnl ~ ~