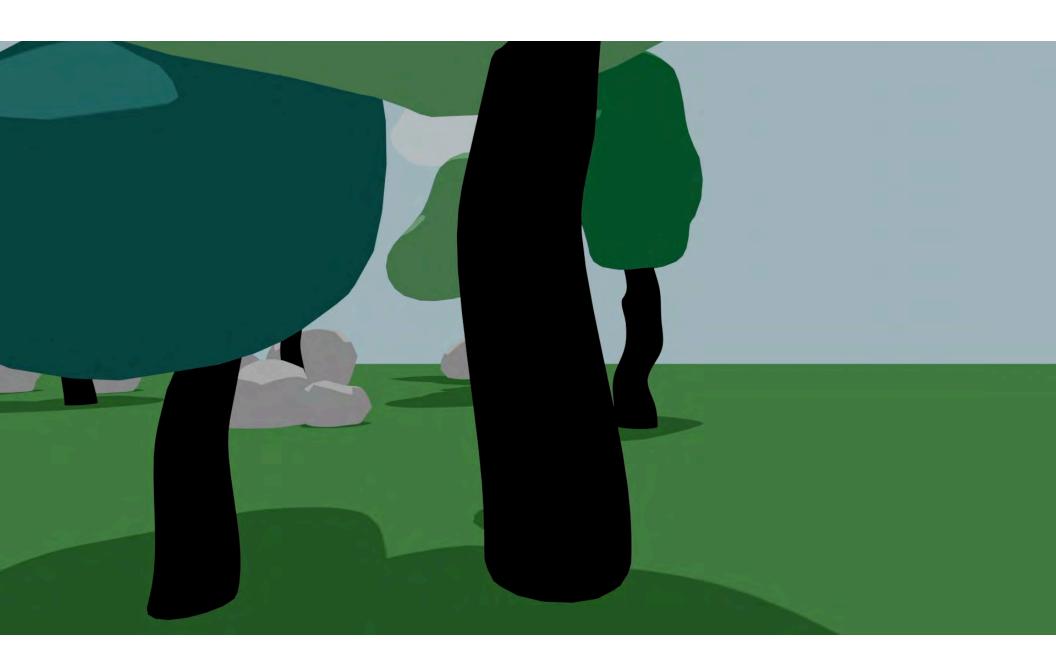
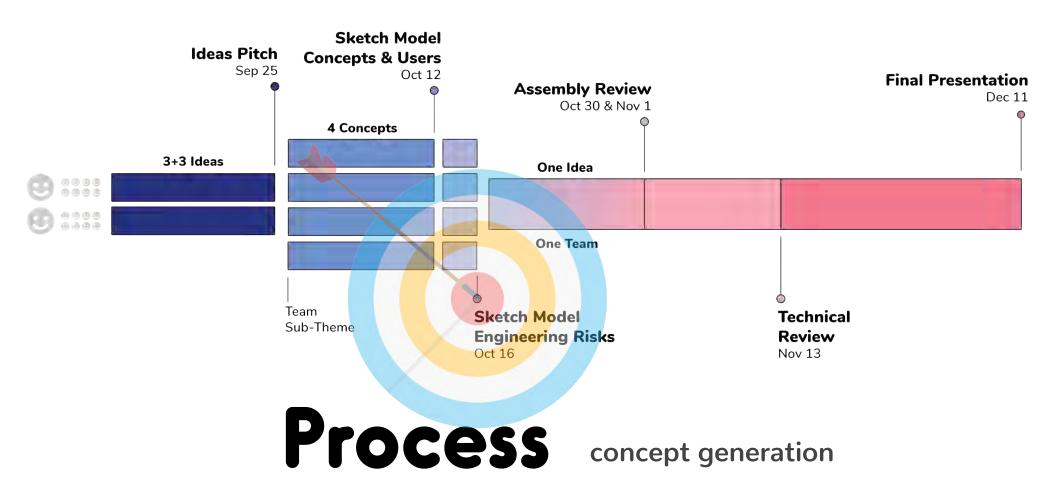
Steve Jobs, 1955-2011

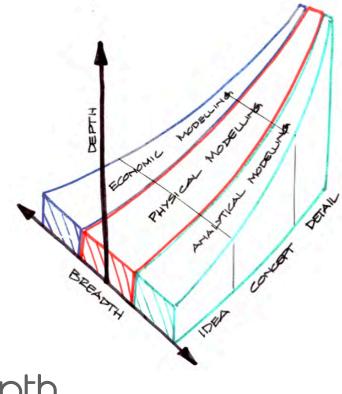
work hard to get your thinking clean to make it simple





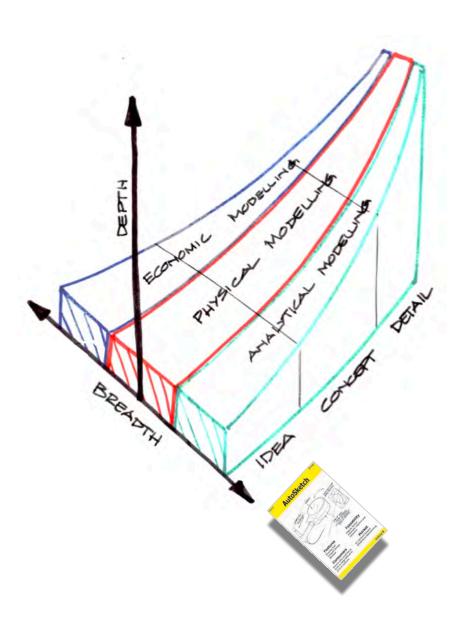


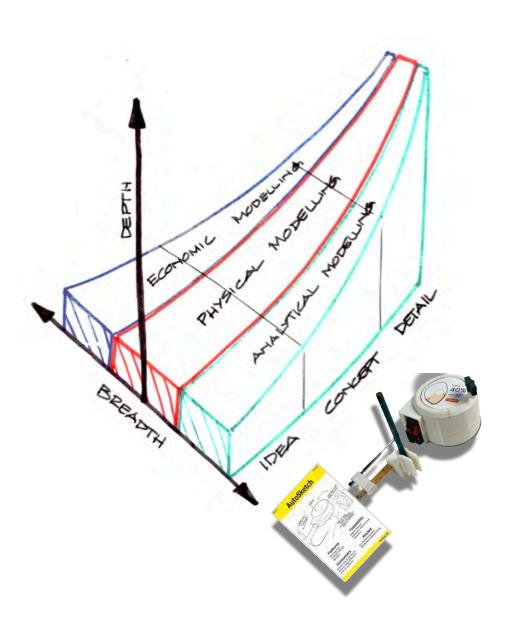
lecture #3

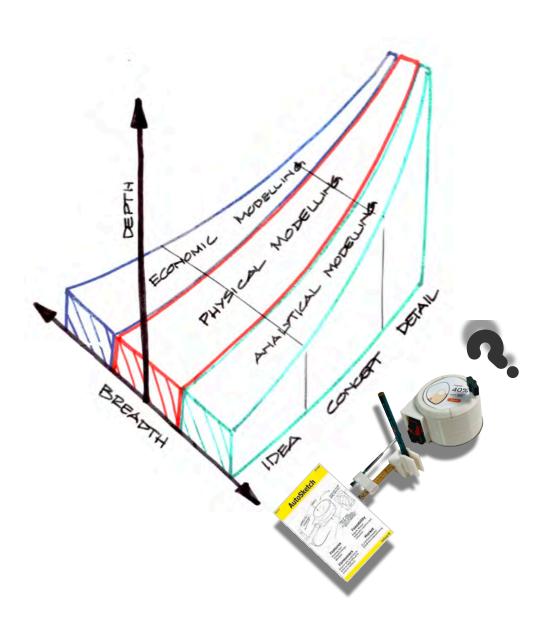


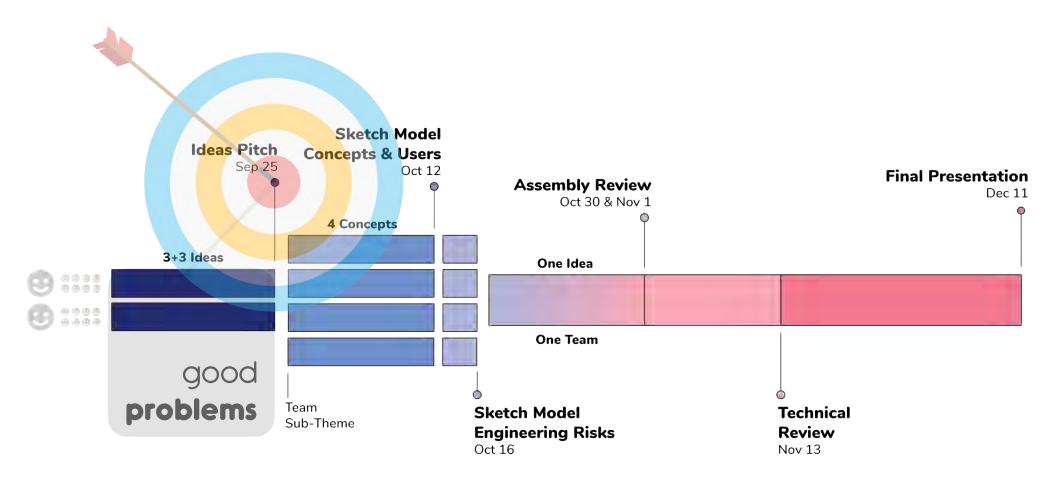
rigor in breadth

and depth

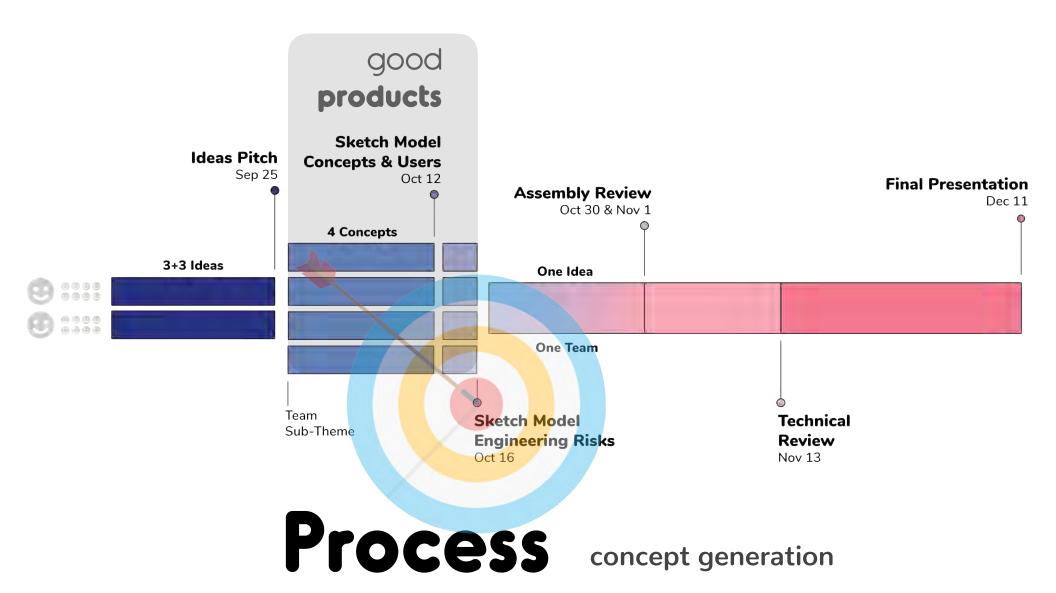


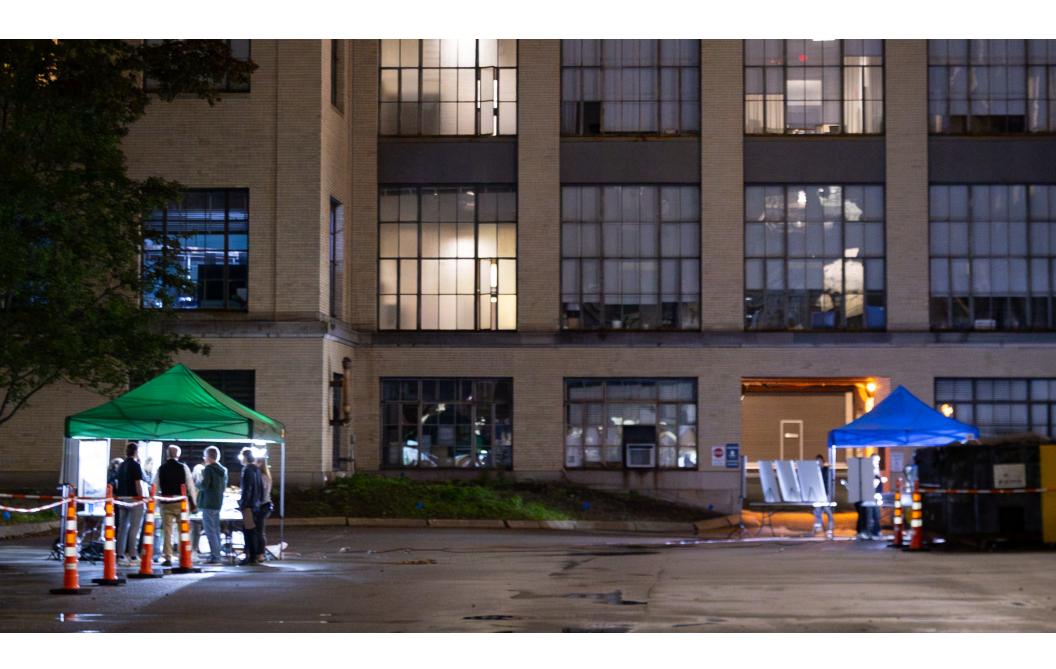






Process opportunity identification





research USETS

research USETS



purple revolve

research USETS



pink waste can walker

research benchmarking

research

benchmarking

Competitive Products

Visual Cues Better in Physical Belt Therapy **M**myontec 0 Ease of Use 0 Cost 0 Accuracy Movement 0 0 0 Compatible

blue

muscle sensing belt

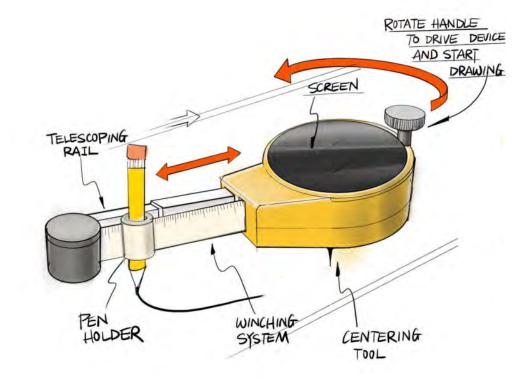
product vision

product Vision



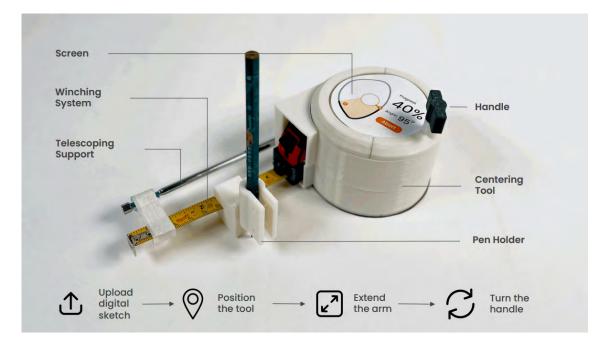
red anti-kickback saw

product Vision



yellow guided sketcher

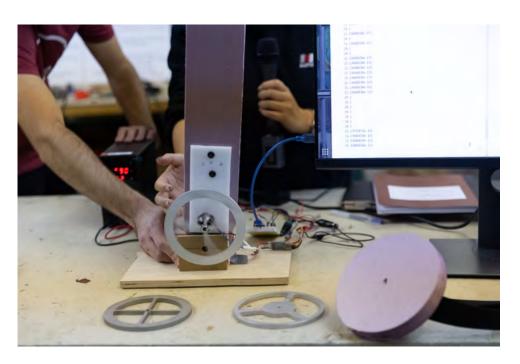
product vision



yellow guided sketcher



purple handwriting



red inertia belt

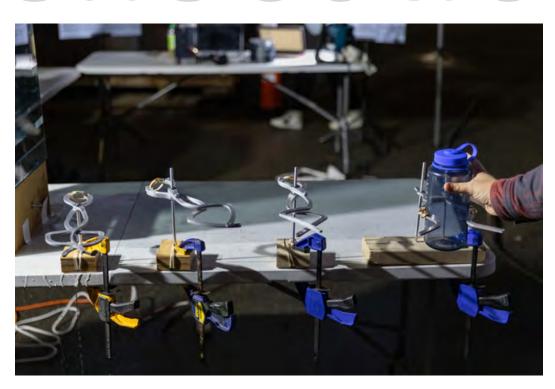


green grate guard

modelexecution

model

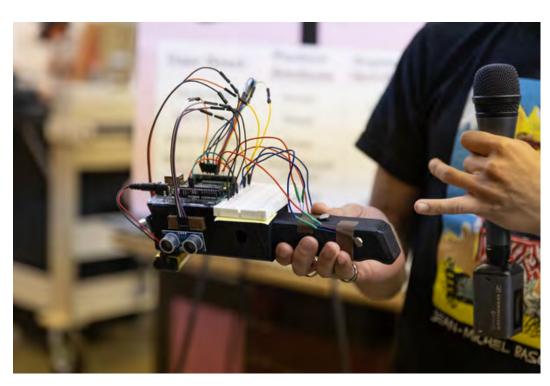
execution



blue safe2sip

model

execution



pink sonar cane

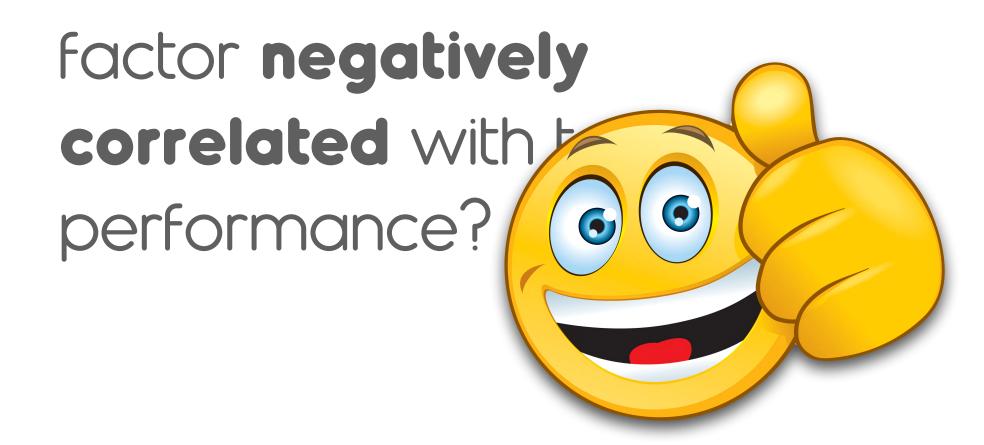
facts honesty

facts

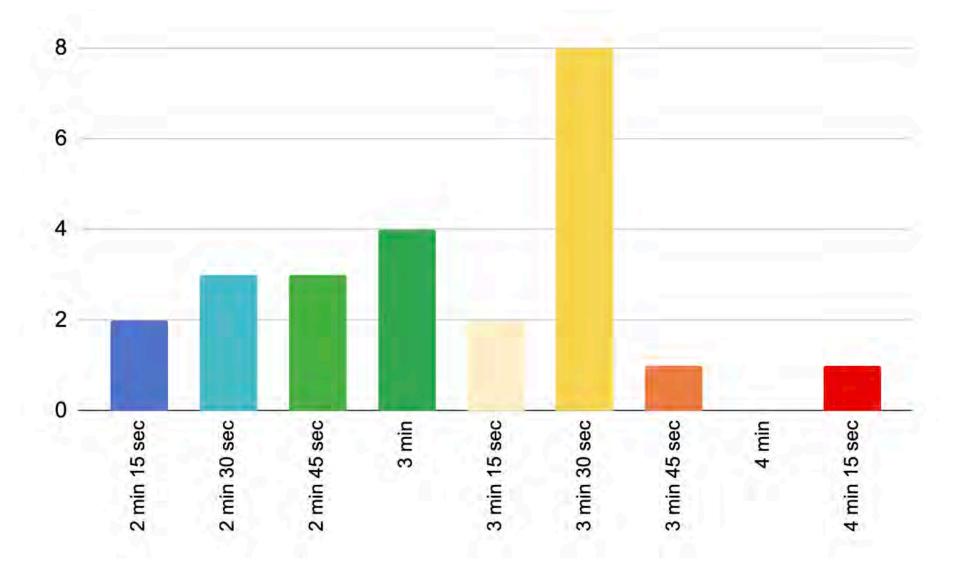
honesty



blue safe2sip





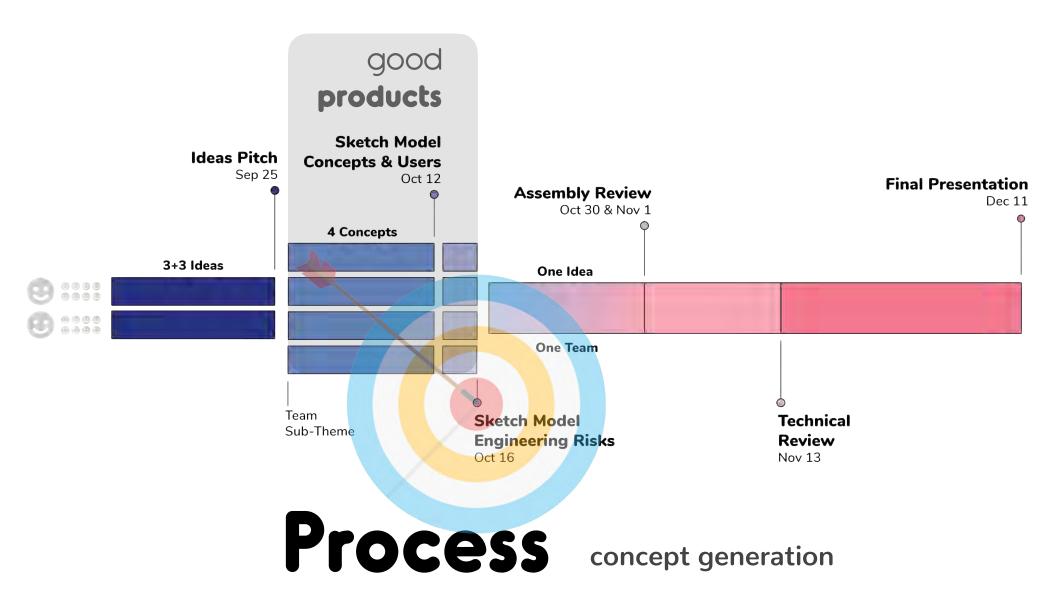


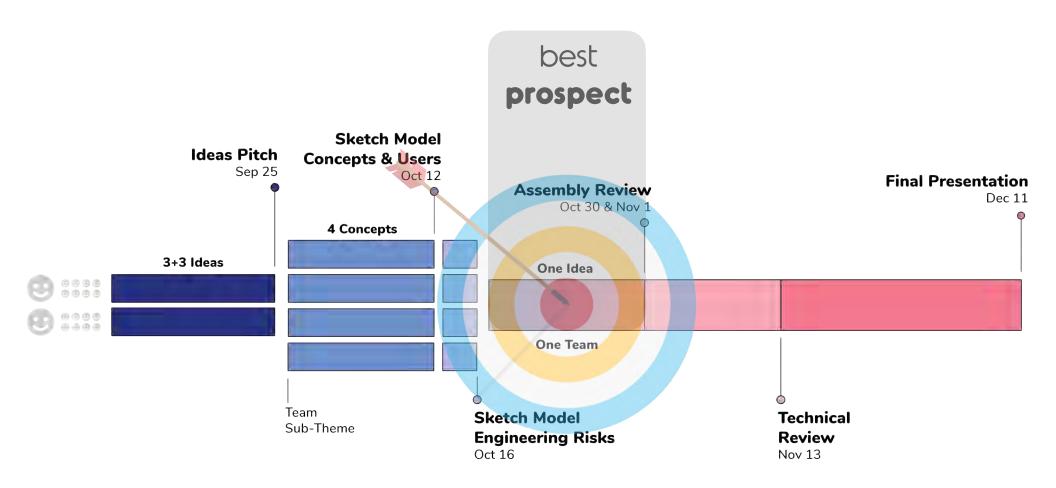


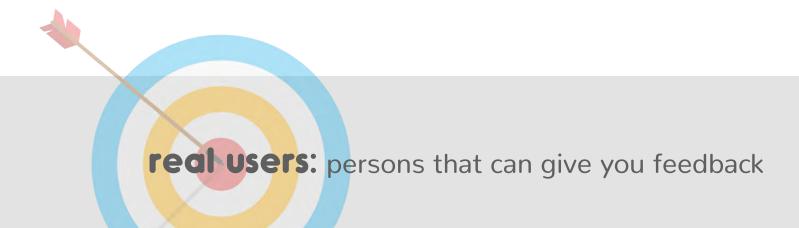














value proposition: compelling, well defined vision

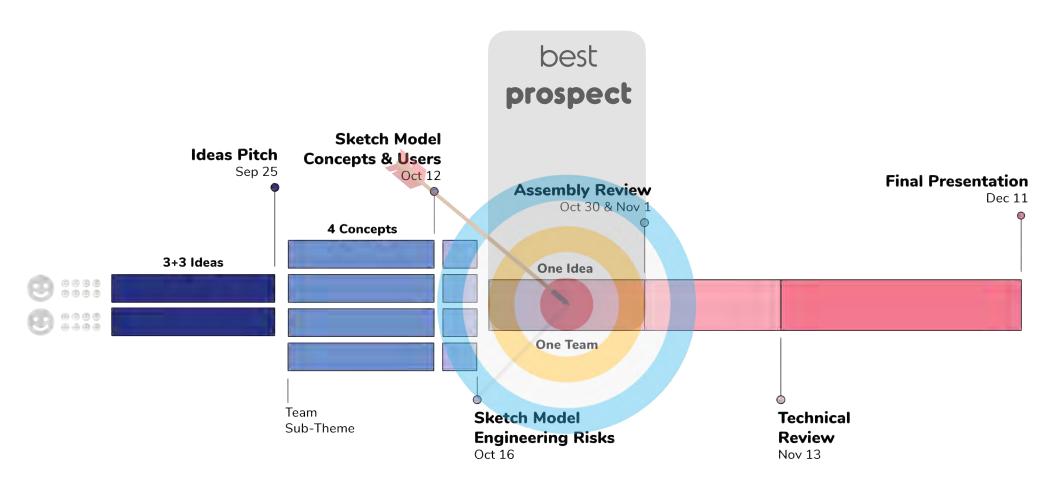


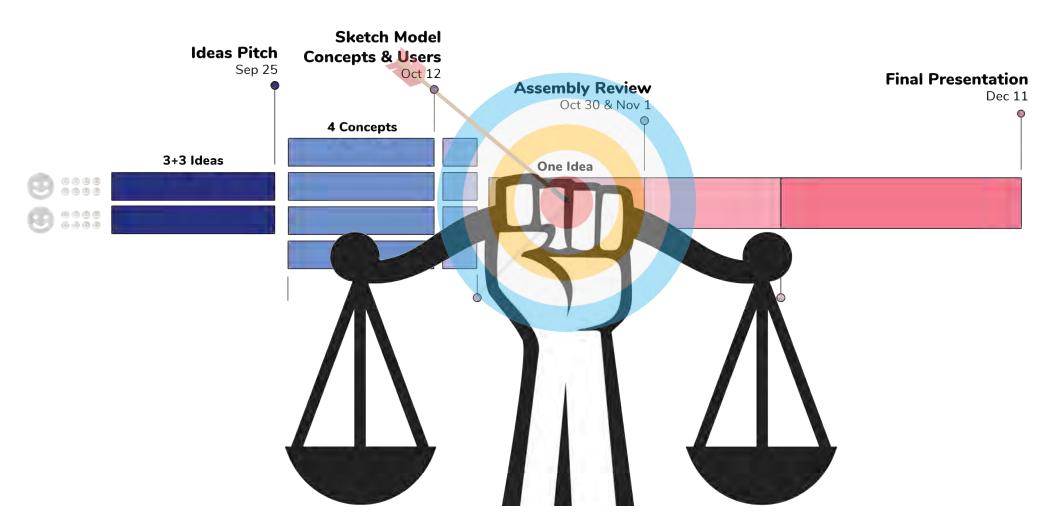












FNAP

Facts. Not assertions. Please!

something or exercising authority confidently and forcefully.



GOINVO

CODE OF ETHICS 2023

SPEAK THE TRUTH

We will be honest and objective. We will be transparent, and provide insight into our thinking and work.

MAKE THE WORLD USEFUL, BEAUTIFUL, AND DELIGHTFUL

We exercise the discipline to produce ideas and things that are useful to and beautiful in the world.

LEARN, BUILD, AND SHARE

We are curious, open creators who welcome new ideas and the input of others.

COMMIT TO COMMUNITY

We protect the public by holding paramount the safety, health, welfare, and rights of human beings.

GO LIKE HELL

We are driven and committed to what we do, putting extra effort in our quest for exceptional results. COINVO

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a code of **behavior** or conduct justified according to a reasoned **value system**

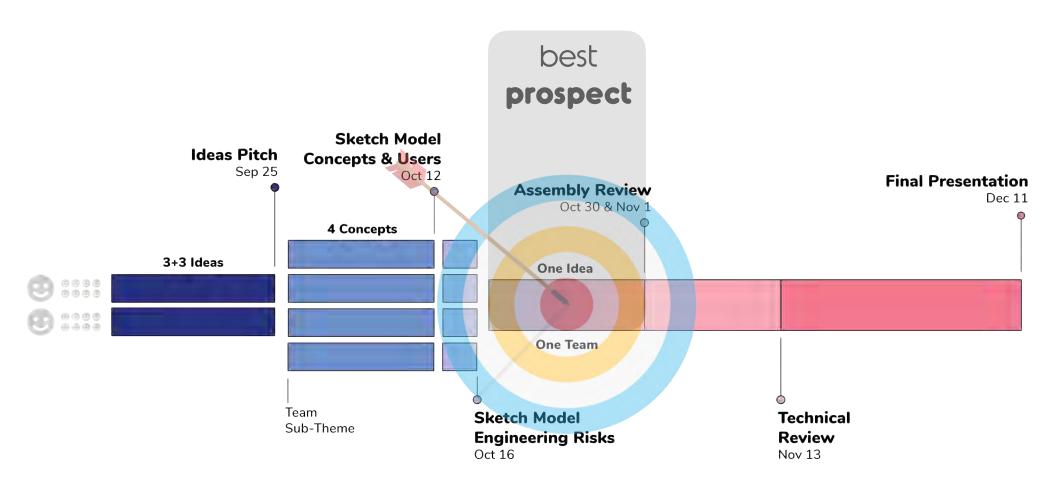
mini quizz

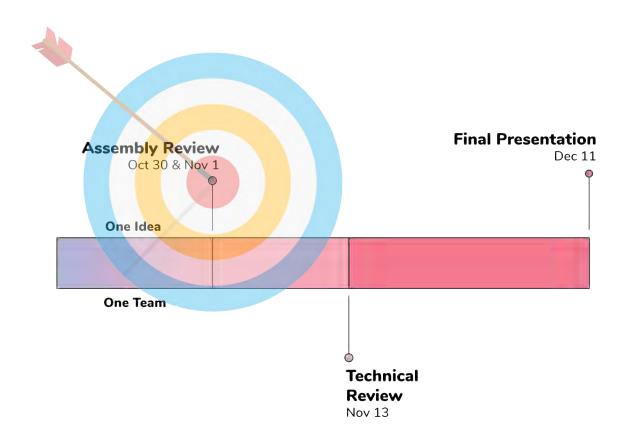


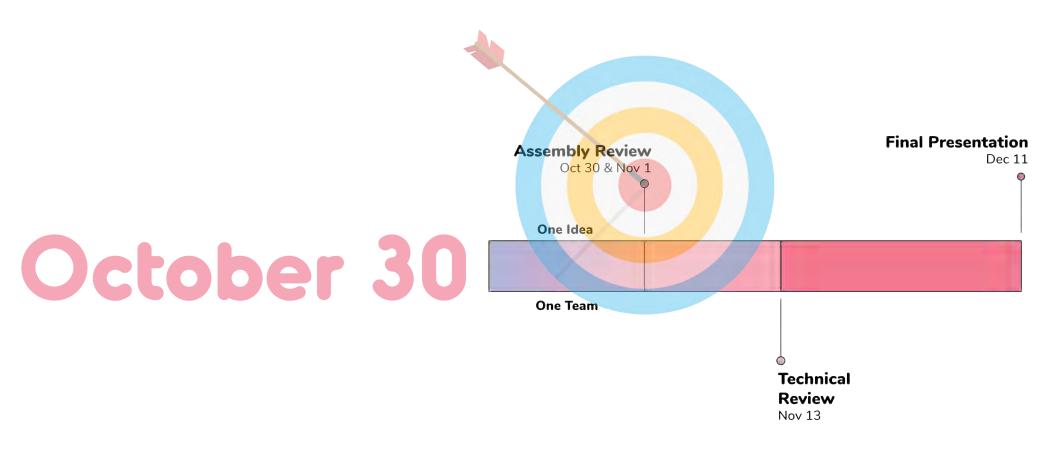
what does this stand for?

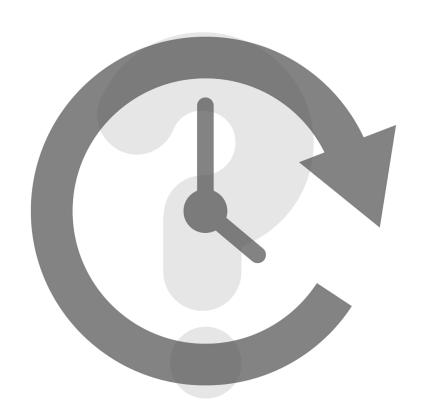
G'DAY

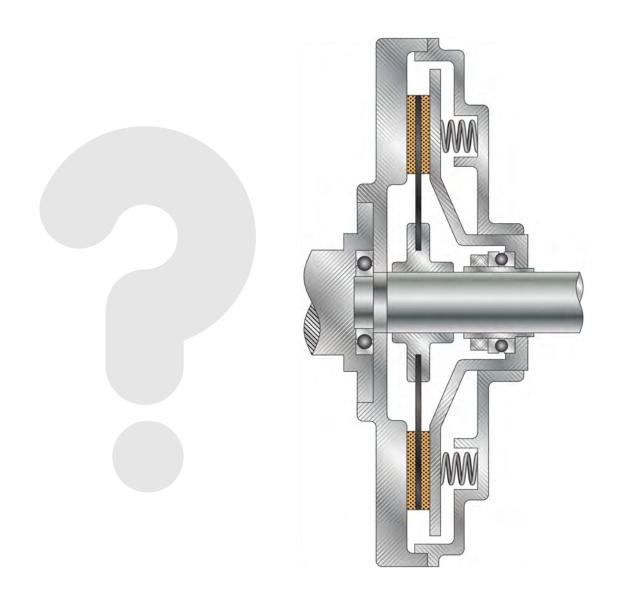
give. decide. accept. yo-wup!

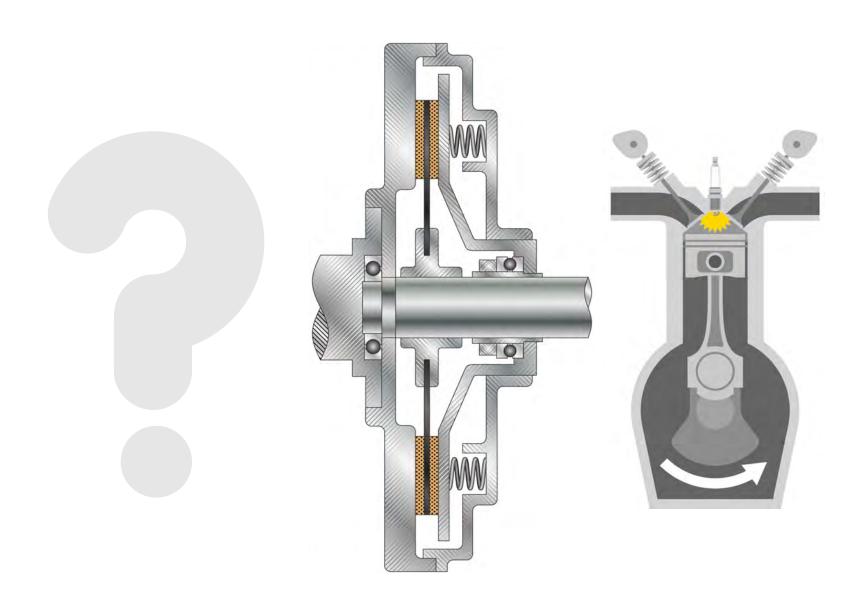


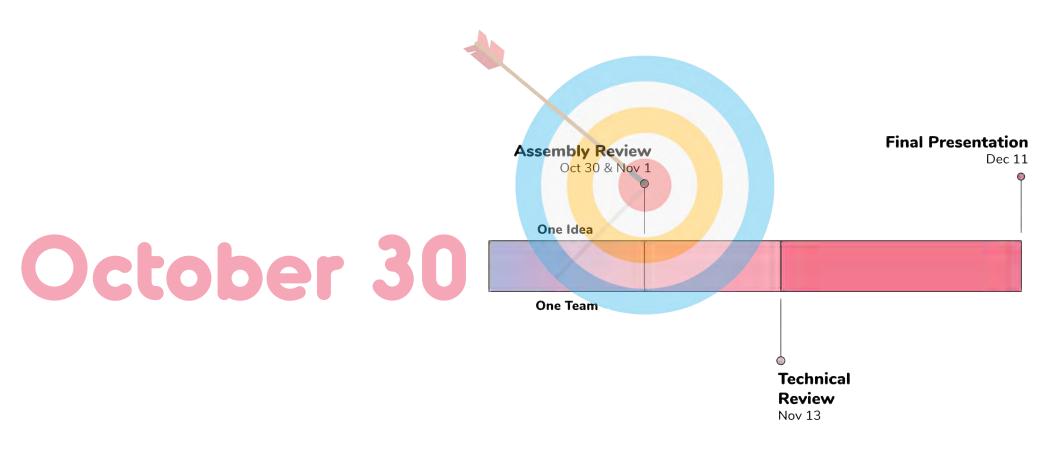




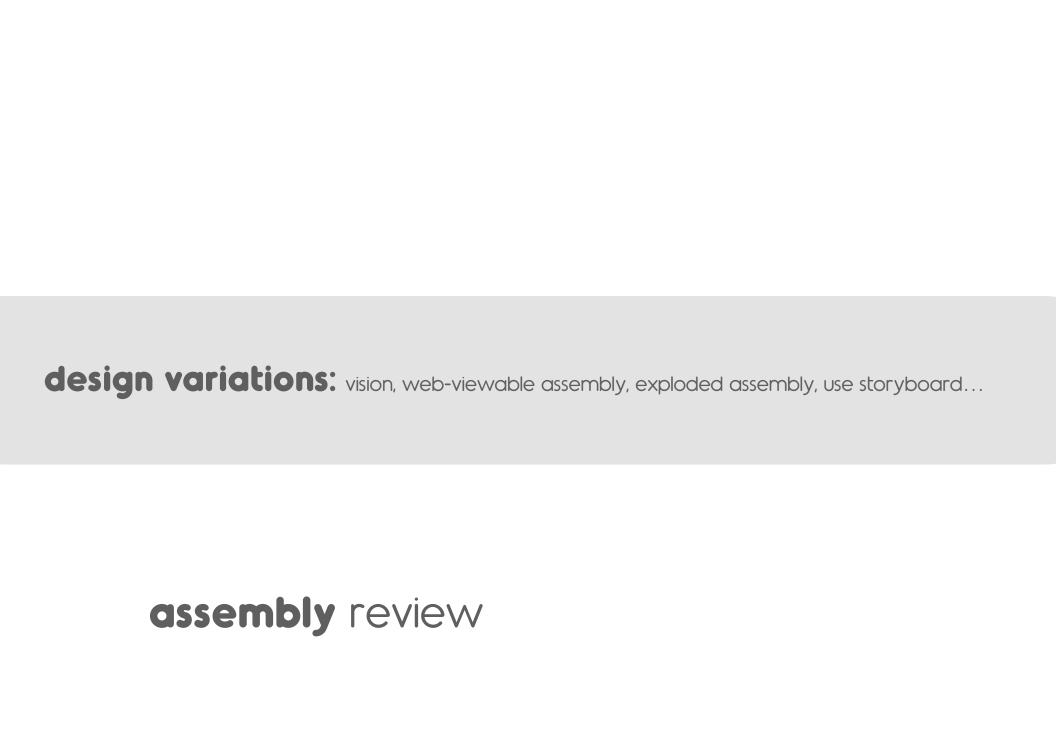




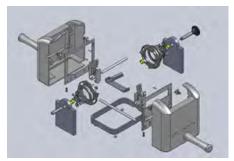


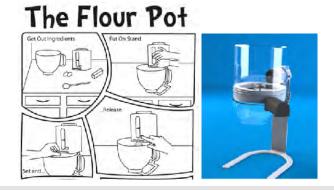


product contract: value proposition, up-to-date user, and key needs, attributes and specifications assembly review



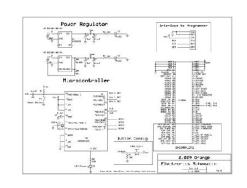






design variations: vision, web-viewable assembly, exploded assembly, use storyboard...

assembly review





who-did-what: all team-members contribute to the deliverable. You may work in pairs

assembly review

design time!

design time

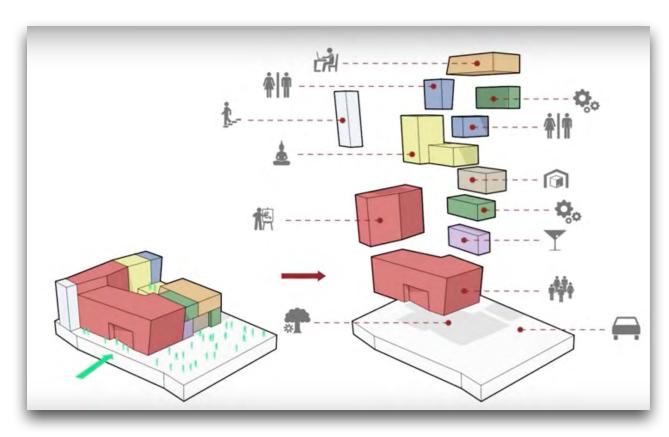
design time!

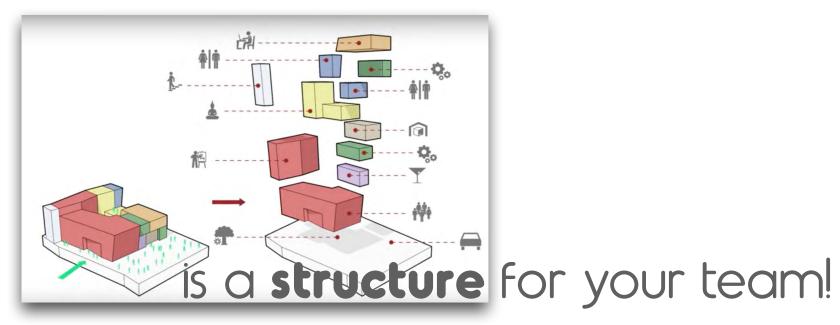
product architecture

how to structure your product?

functional and physical decomposition:

the organization or chunking of a product's functional elements, and the definition of the interfaces between these elements

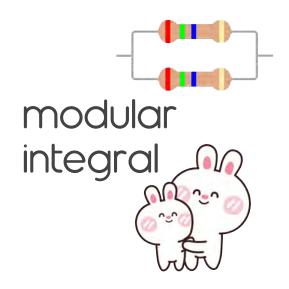




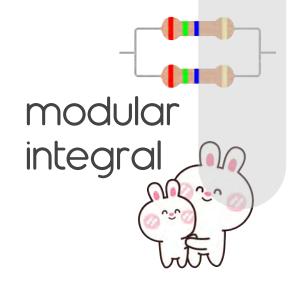
task forces are organized by your product architecture

		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33 3	54	35 3	36 3	37 3
Ad., B-pit. roof rail'	1		1						1																					1							T	
Bad) side'	2	1				1	1	1	1			1			1	1							1		1												1	1
Front header'	3							1	1					0.	1			= 1		9			- 1			1						4			k	T		
Rear header ¹	4			111				1																					4		^			-	I		7	
Rear pan. In. Upp."	5		1					1											1													1		1	П			
Roof boy+	6		1					1	1																			1			1				Л			
Rmf panel'	7		1	1	1	1	4.0		1												1							4										
Roof raif	8	1	1	1	-		1	1							Ŀ								1	1										4	P			
Channel'	9										1				1	1		-		М							1		_					-	П			
Dash cross mem.	10									1			- 11						Y				-	1					=	Ē		1	D.		4		-	
Floor panel'	11		1										1	t						4	3		4	N.			L	4	4	m	P					1		1
Front side rail	12						-0				- 1	4		1					-	7		-					1	1	1	1	1			- 1				
R. side rail center'	13											1	1												2			18				1	-	1		1		1
Seat crossm. fr.'	14		1							1																-		M			A				1		1	1.
Seat crossm. rear	15	5	1							1																		bel		V	6				7	g)		D.
Back panel'	16		11.11															1	1	1.	1	1		М	-									W	-		1	
Back panel side'	17																1		1	1.		_			-							_						
Back panel upper'	18					1.											1	1		1								6	1					1				
Rear floor side'	19	-															1	1	1		1	1													1	1		
Rear side rail'	20									-				-			1	11		1		1													1	1		
Spare wheel well'	21			-													1			1	1										1		1					
Ad. A-pil. roof rail'	22		1						1															1	1	1		-	1							= [
A-pillar inner	23											1											1			1	1		1								1	1
A-pillar reinfore."	24		1																				1				1		1									1
Cowl'	25																						1	1			1	1	1									
Dash panel	26									1	1	1	1											1	1	1		1										
Front susp. Hous.'	26 27												1													1	1		1						П			
Shotgun'	28																						1	1	1	1		1										
B-Pillar'	29	1	1																														1				1	1
Crosstr. rear floor	30																					1											1			1		
Heelkick [†]	31									1		1																					1		1	1	1	1
Rear floor panel	32																					1		П							1	1			1	1		
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Rear side floor'	34		-																	1	1			П		\exists						1	1			1	1	1
Rear side rail frt'	35											1		1						1	-			П							1	1	1	1	1		1	1
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		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33 3	54	35 3	36 3	37 3
Ad., B-pit. roof rail'	1		1						1																					1							T	
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Front header'	3							1	1					0.	1			= 1		9			- 1			1						4			k	T		
Rear header ¹	4			111				1																					4		^			-	I		7	
Rear pan. In. Upp."	5		1					1											1													1		1	П			
Roof boy+	6		1					1	1																			1			1				Л			
Rmf panel'	7		1	1	1	1	1.0		1												1							4										
Roof raif	8	1	1	1	-		1	1							Ŀ								1	1										4	P			
Channel*	9										1				1	1		-		М							1		_					-	П			
Dash cross mem.	10									1			- 11						Y				-	1						Ē		1	D.		4		-	
Floor panel'	11		1										1	t						4	3		4	N.			L	4	4	17	P					1		1
Front side rail	12						-0				- 1	4		1					-	7		-					1	1	1	1	1			- 1				
R. side rail center'	13											1	1												2			18				1	-	1		1		1
Seat crossm. fr.'	14		1							1																-		M			A				1		1	1.
Seat crossm. rear	15	5	1							1																		bel		V	6				7	g)		D.
Back panel'	16		11.11															1	1	1.	1	1		М	-								į	W	-		1	
Back panel side'	17																1		1	1.		_			-							_						
Back panel upper'	18					1.											1	1		1								6	1					1				
Rear floor side'	19	-															1	1	1		1	1													1	1		
Rear side rail'	20									-				-			1	11		1		1													1	1		
Spare wheel well'	21																1			1	1										1		1					
Ad. A-pil. roof rail'	22		1						1															1	1	1		-	1							= [
A-pillar inner	23											1											1			1	1		1								1	1
A-pillar reinfore."	24		1																				1				1		1									1
Cowl'	25																						1	1			1	1	1									
Dash panel	26									1	1	1	1											1	1	1		1										
Front susp. Hous.'	26 27												1													1	1		1						П			
Shotgun'	28																						1	1	1	1		1										
B-Pillar'	29	1	1																														1				1	1
Crosstr. rear floor	30																					1											1			1		
Heelkick [†]	31									1		1																					1		1	1	1	1
Rear floor panel	32			-																		1		П							1	1			1	1		
R. panel in. lower	33		1			1		1											1																	1	1	1
Rear side floor'	34		-																	1	1			П		\exists						1	1			1	1	1
Rear side rail frt'	35											1		1						1	-			П							1	1	1	1	1		1	1
Reinf, rocker rear'	36		1																											1		1		I	1	1		1
Rocker'	37		1									1		1	1	1								1	1	\Box				1		1	1	1	1	1		
Wheelhouse'	38		•			1						-		•	•	•			1	1	1			+	•					*		-	1	î	1	î		



tools for a customer segment



tools for a customer segment

reverse engineering exercise!

name on top of index card draw a circuit diagram for the drill 4 minutes work independently

tools for a customer segment

modular product architecture

components separated with well defined interfaces lots of space commodity, high production volume components

toolsfæræspætifinesæææææment

modular product architecture

components separated with well defined interfaces lots of space commodity, high production volume components

tool for a specific user segment

integral product architecture

modules are tightly integrated modules specialized for the application little empty space. High packing density

performance comparison

integral vs modular

characteristic	integral/modular
weight	1.2
charge time	0.2
power/weight	2.5
purchase price	~8-10

tools for a customer segment

modular product architecture

modular architecture

mostly independent chunks

advantages

task allocation and out-sourcing easy to develop product variations economies of scale on parts maintenance

integral architecture

highly interdependent chunks

advantages

performance! You can optimize the system.

nothing's for free!



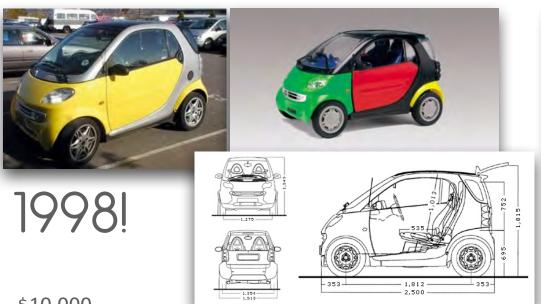
integral



what type of architecture?

your product will tell you!

innovation by architecture







\$10,000

1800 lb.

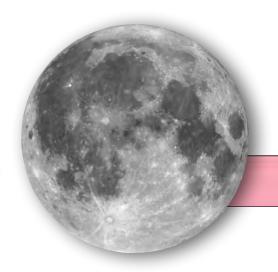
0-37 mph in 6 seconds, 80 mph max.

40 mpg combined

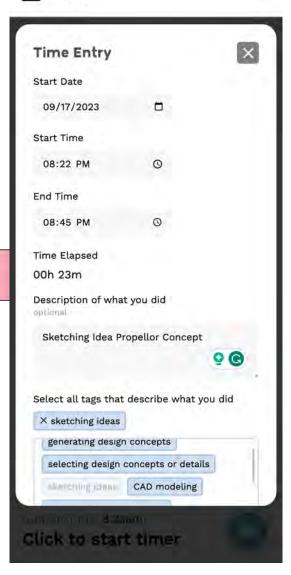


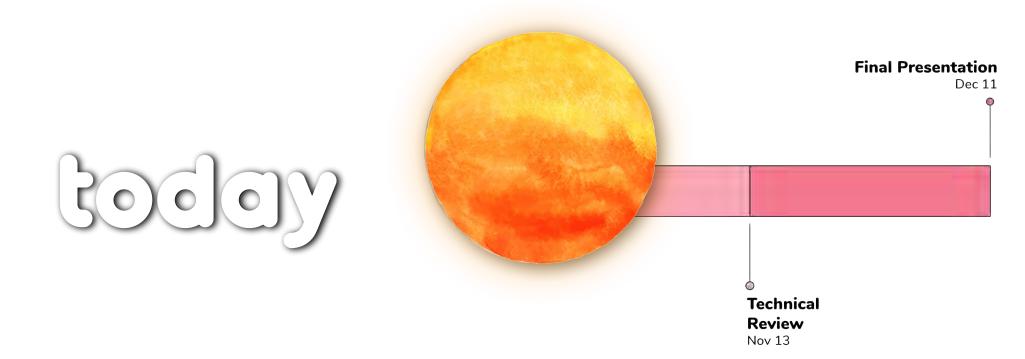


Econios

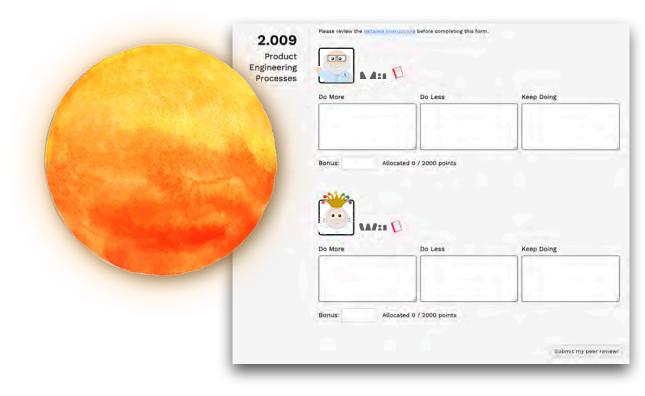


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Chursday

