

- *Customer requirements*
 - *Survey customers to find out what they specifically need in our product*
 - *Focus groups, telephonic interviews, directly talk to customers*
- *Competitive Evaluation*
 - *How our product compares to those of competitors*
 - *Evaluation scale is from 1 to 5*

- **Quality costs** can be broken down into four broad groups. These four groups are also termed as four (4) types of quality costs. Two of these groups are known as prevention costs and appraisal costs. These are incurred in an effort to keep defective products from falling into the hands of customers. The other two groups of costs are known as internal failure costs and external failure costs.

Examples of four types of quality cost are given below:

Prevention Costs	Appraisal Costs
Systems development Quality engineering Quality training Quality circles statistical process control Supervision of prevention activities Quality data gathering, analysis, and reporting Quality improvement projects Technical support provided to suppliers Audits of the effectiveness of the quality system	Test and inspection of incoming materials Test and inspection of in-process goods Final product testing and inspection Supplies used in testing and inspection Supervision of testing and inspection activities Depreciation of test equipment Maintenance of test equipment Plant utilities in the inspection area Field testing and appraisal at customer site

Examples of four types of quality cost are given below:

External Failure Costs

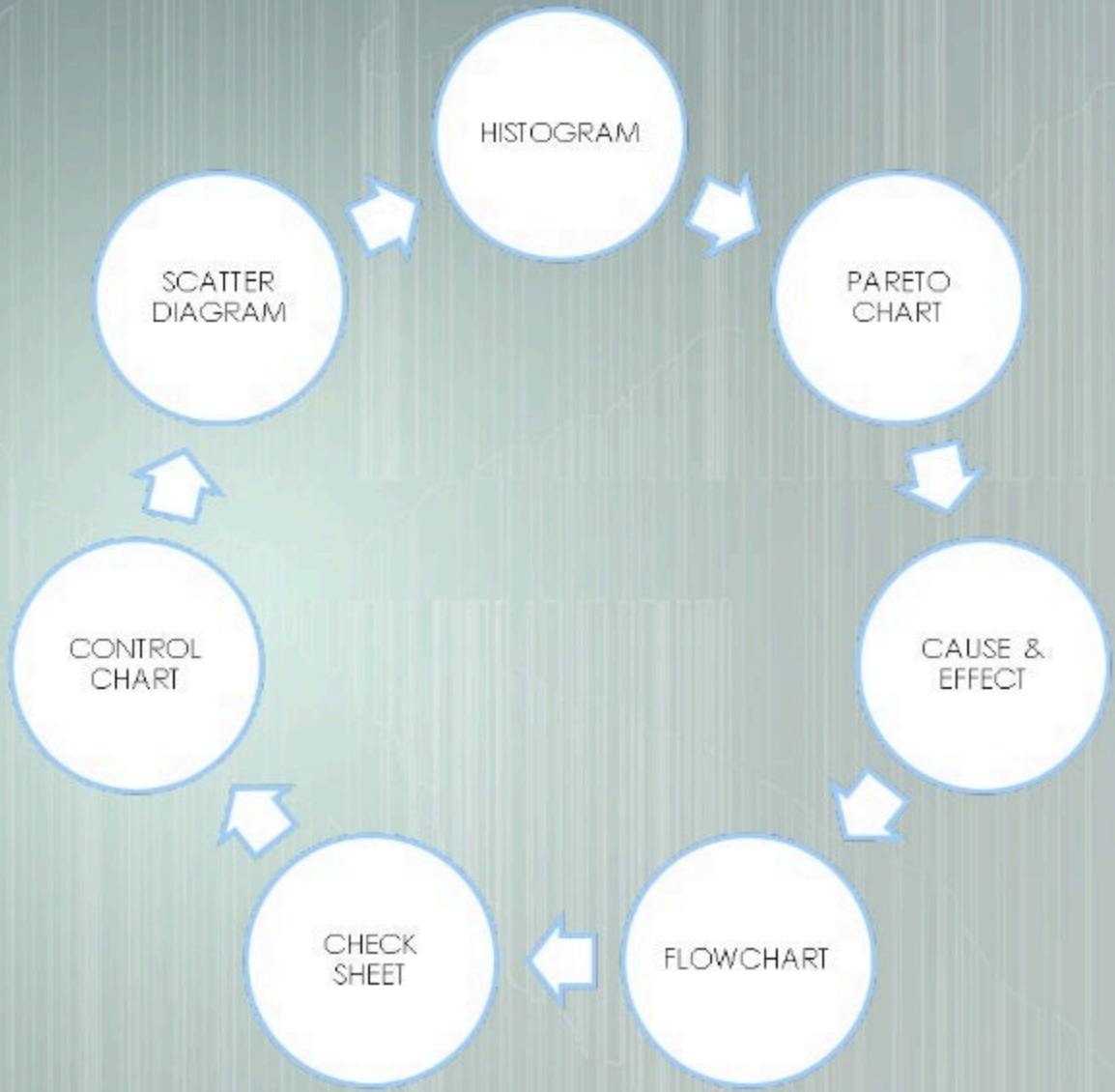
Cost of field servicing and handling complaints
Warranty repairs and replacements
Repairs and replacements beyond the warranty period
Product recalls
Liability arising from defective products
Returns and allowances arising from quality problems
Lost sales arising from a reputation for poor quality

Internal Failure Costs

Net cost of scrap
Net cost of spoilage
Rework labor and overhead
Re-inspection of reworked products
Retesting of reworked products
Downtime caused by quality problems
Disposal of defective products
Analysis of the cause of defects in production
Re-entering data because of keying errors
Debugging software errors

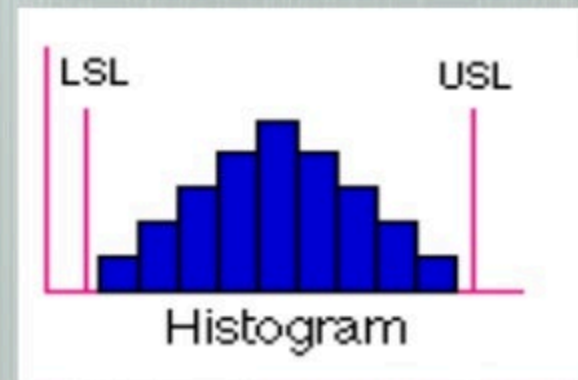
- Quality tools are more specific - tools which can be applied to solving problems in improving quality in organizations, manufacturing, or even in individual processes.
- They were first emphasized by **Kaoru Ishikawa**, professor of engineering at Tokyo University and the father of “quality circles”.

Seven Basic Quality Tools

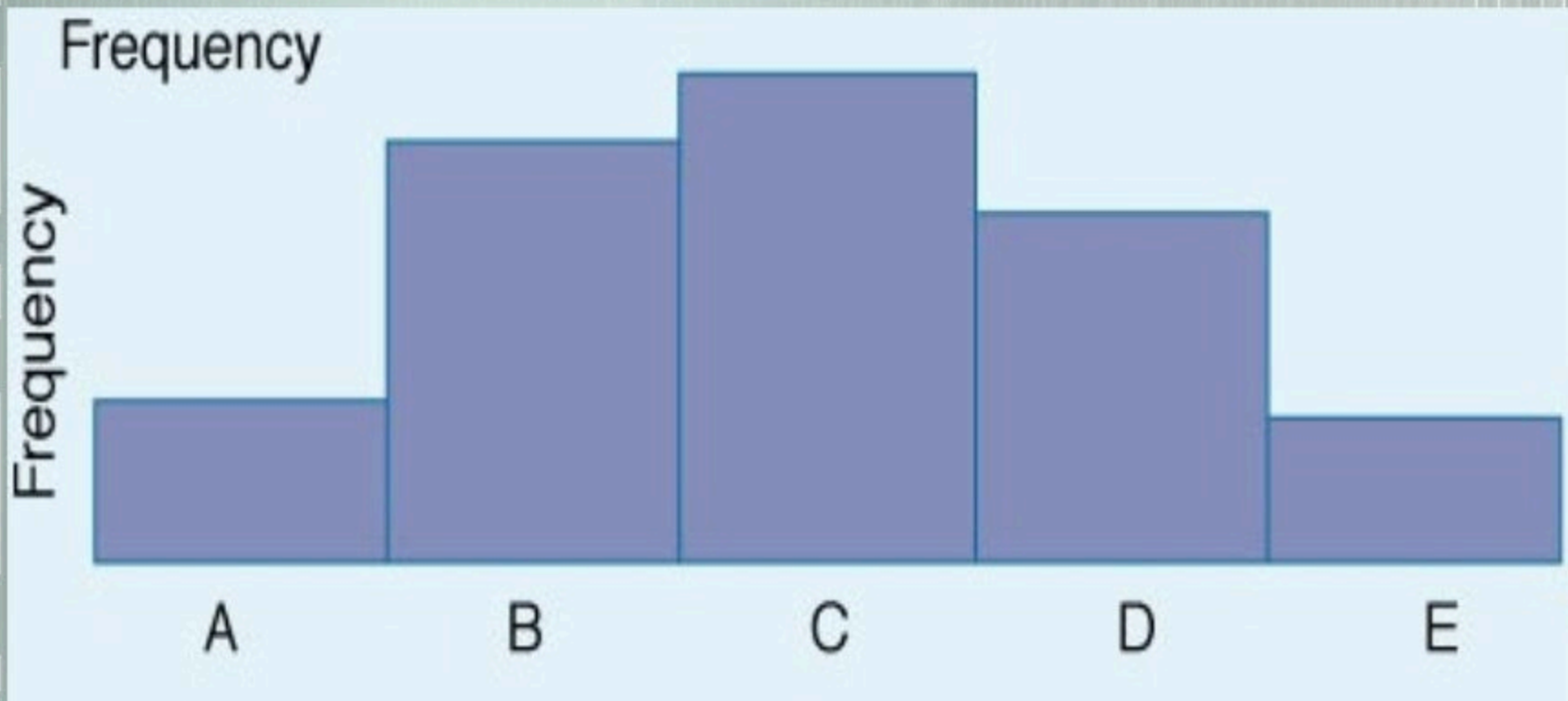


Histograms

- A histogram is a bar graph that shows frequency data.
- Histograms provide the easiest way to evaluate the distribution of data.



- A chart that shows the frequency distribution of observed values of a variable like **service time** at a bank drive-up window
- Displays whether the distribution is symmetrical (normal) or skewed



Histograms

- Technique that displays the degree of importance for each element
- Named after the 19th century Italian economist
- Often called the 80-20 Rule
- Principle is that quality problems are the result of only a few problems e.g. 80% of the problems caused by 20% of causes

