

[www.erdemseherler.com](http://www.erdemseherler.com)

Erdem Seherler

Creating **4x** Value with  
the same effort

with

*80 / 20 Pareto Principle*

For many events,  
roughly 80% of the  
effects come from  
20% of the causes

Pareto Principle

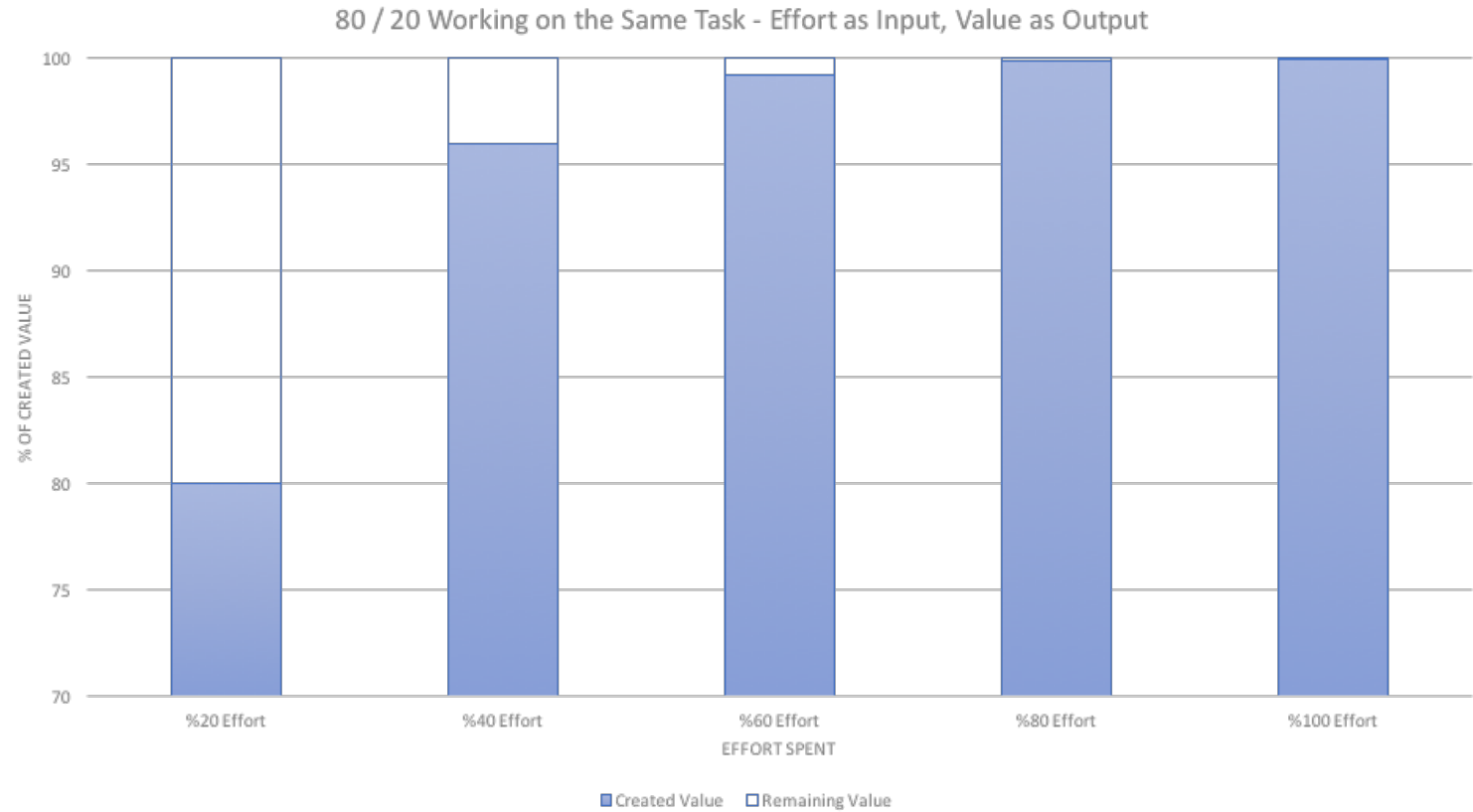
[en.wikipedia.org/wiki/Pareto\\_principle](https://en.wikipedia.org/wiki/Pareto_principle)



# Quality

Quality is simply giving people the product or service they really want and need.

You have to  
spent 100 %  
effort, if your  
customer want  
PERFECT  
output



Each 20 unit effort creates less & less value

1st 20 unit effort creates 80 unit result

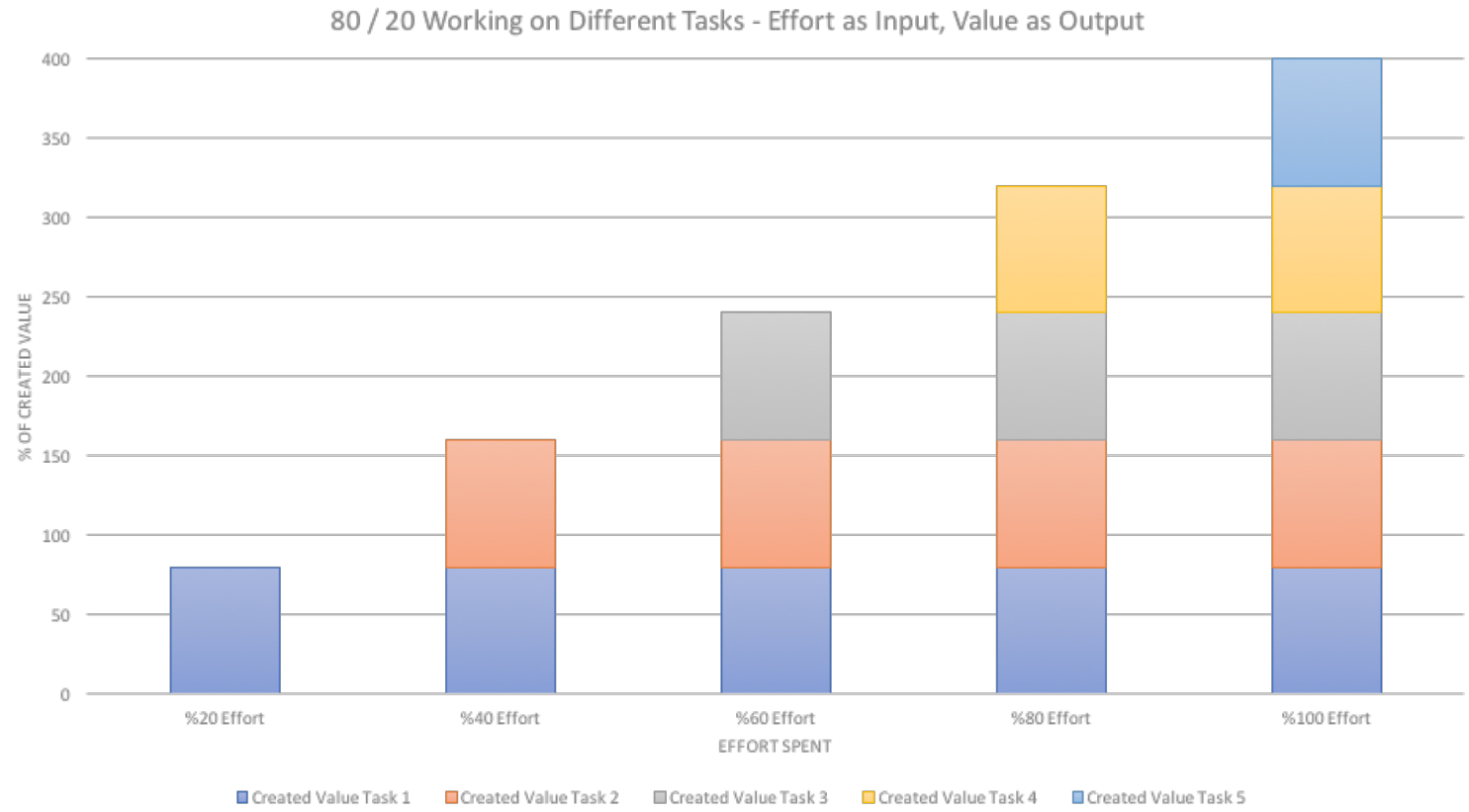
2nd 20 unit effort creates extra 16 unit result, and total of 96 unit result

3rd 20 unit effort creates 3.2 extra unit result, and total of 99,2 unit result

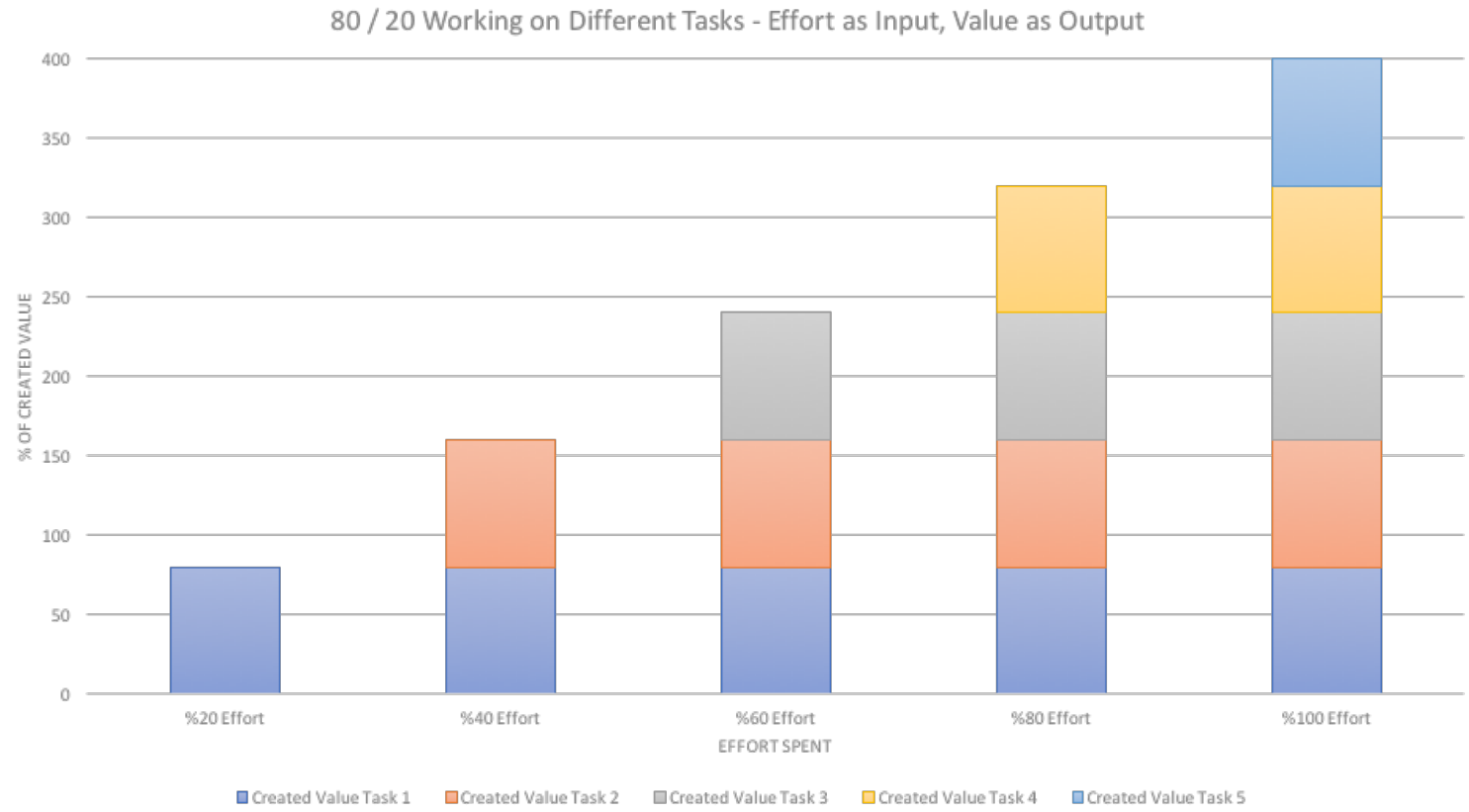
4th 20 unit effort creates 0,64 extra unit result, and total of 99,84 unit result.


5th 20 unit of effort creates 0,128 extra unit result, and total of 99,968 unit result. Lets assume now 100% result is created.

If your customer is satisfied with 80% , you can work on 5 different tasks



& create 4 times value with the same effort





If **perfection** is not required,  
lets create **4x** value with the same effort

Erdem Seherler – [www.erdemseherler.com](http://www.erdemseherler.com)