

SEFS Value of Systems Engineering

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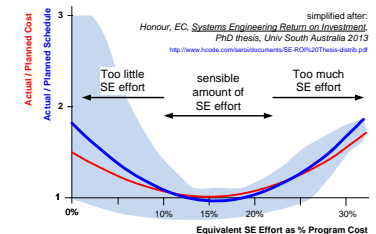
Abstract

How can we explain to managers, customers, or colleagues what the value is of applying systems engineering? This nugget uses Eric Honour's work to explain the value of systems engineering.

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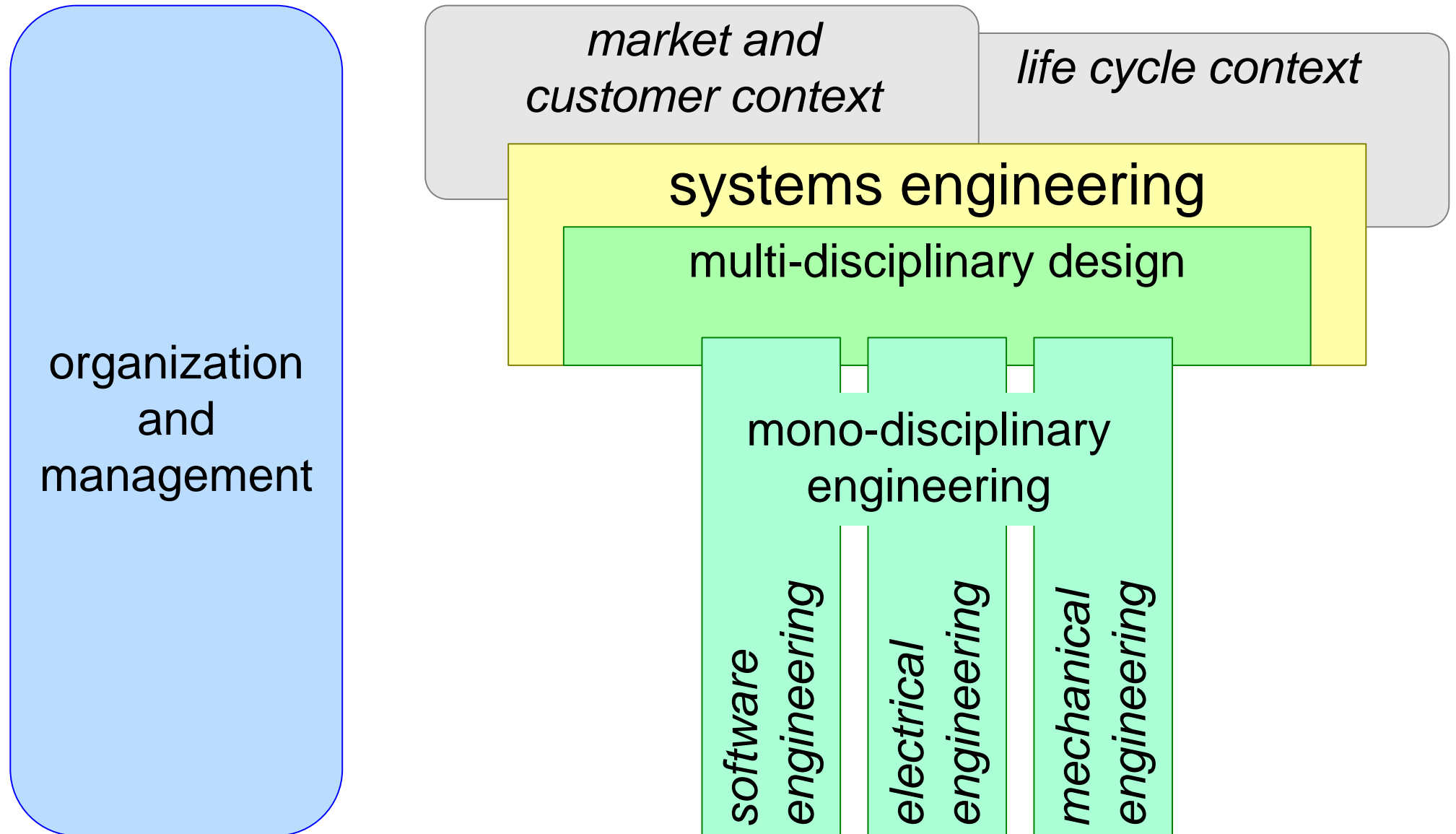
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Why is it so difficult to convince people (managers, customers, colleagues) to use systems engineering?

- Many of them see only a **part of problem** and **solution** space
- and are **unaware** of the **relations** between the parts
- Consequences of **lacking a systems view** become visible **at the end** of development or in the field
- when repairing them is **costly** and **time consuming**
- **Introducing systems engineering** is a change, requiring **change management**

Operational Scope



Lacking Systems Engineering Results in Late Failures

failures found late in development

can be traced back to *unknowns*,
unforeseens, and *wrong assumptions*

