MONSANTO INDUSTRIAL CHEMICALS COMPANY

TECHNICAL PROGRAM REVIEW

A. FOR BUSINESS GROUP TOTAL TECHNICAL EFFORT - U. S. AND EUROPE

1. Historical technical effort for Business Group.

   . B. G. and total MICC $, man-years, cost as % of S, % of GP.

2. Identify 1973-1974 projects (summary only).

   . Title and classification.

   . Technical goal (results and timing).

   . 1973 cost.

   . Probable 1974 cost.

3. How are the 1973-1974 projects consistent with the business direction?

   . B. G. LRP sales projection to 1983 with historical sales from 1966.

4. Identify major projects for further discussion.

B. FOR EACH MAJOR PROJECT IDENTIFIED FOR FURTHER DISCUSSION

1. Restate technical goals (results and timing).

2. What are the business consequences of success or failure to reach technical goals? in 2-3 years? in 7-10 years?

   . Financial (sales and G. P. vs. time).

   . Competitive position.

   . Odds of commercial success.

3. What are the key technical questions to be answered?

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- State question.
- What is our technical approach?
- What are the limiting factors, the barriers, the uncertainties?
- Where do we stand with respect to the question
  - what are we doing to complete project on schedule?
  - are technical funds and skills adequate?
- What are the technical odds of success?

C. FOR OVER-ALL BUSINESS GROUP TECHNOLOGY

1. In what areas is our technology
   - better than competition?
   - equal to competition?
   - poorer than competition?
2. How will results of our technical program affect our technology relative to competition in 2-3 years; in 7-10 years?
3. Where do our technical objectives need sharpening?

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