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LECTURE

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# WHAT IS STRATIFIC- ATION?

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# WHAT IS STRATIFICATION?

**IF YOUR BUSINESS PROCESS OPERATES IN MULTIPLE SHIFTS, OR HAS DISTINCT GROUP OF PEOPLE, AND SUBPROCESSES AND IF YOU WANT TO IDENTIFY THE DIFFERENCE IN THEIR PERFORMANCE, YOU WILL USE STRATIFICATION**

**THE BUSINESS PROCESS STAYS THE SAME**

**YOU ARE TRACKING THE POTENTIAL VARIATION WITHIN THE BUSINESS PROCESS**

**TO DO SO, YOU MAY SORT DATA, PEOPLE, OR OBJECTS INTO DISTINCT GROUPS**

**YOU MAY USE THIS TECHNIQUE WITH OTHER GRAPHICAL TOOLS**

**ITS SIGNIFICANCE IS THAT STRATIFICATION HELPS YOU IN SLICING AND DICING THE DATA TO GET MEANINGFUL INFERENCES**

# WHEN TO USE STRATIFICATION?

**REQUIRES THE APPLICATION OF LOGIC AND UNDERSTANDING OF THE BUSINESS PROCESS**

**YOU NEED TO KNOW THE DIFFERENT FACTORS THE DATA MAY POSSESS**

**USE STRATIFICATION:**

- 1. BEFORE COLLECTING DATA**
- 2. WHEN YOUR DATA COMES FROM SEVERAL SOURCES**
- 3. WHEN YOUR DATA MAY REQUIRE SEPARATING THE DIFFERENT SOURCES OR CONDITIONS**

# WHEN TO USE STRATIFICATION?

## STATIFICATION CAN BE BASED ON:

**DIFFERENT DAYS OF  
THE WEEK**

**DIFFERENT MONTHS  
OF THE YEAR**

**DIFFERENT QUARTERS  
OF THE YEAR**

**MATERIAL FROM  
DIFFERENT TYPES OF  
EQUIPMENT**

**THE OUTPUT OF  
DIFFERENT SHIFTS**

**THE OUTPUT OF  
DIFFERENT  
DEPARTMENTS**

**DIFFERENT RAW  
MATERIALS**

**DIFFERENT  
SUPPLIERS**

**DIFFERENT  
TIME OF THE DAY**

**USE OF DIFFERENT  
PRODUCTS**

# ***SMART GROWTH HACKS***



**DEDICATED TO YOUR CAREER SUCCESS**