High competition and cost pressure, an increasing range of product variants, and the shortening of product life cycles change markets and increase the pressure to innovate. The shortening of product life cycles leads to an increasing number of product ramp-ups, which has moved ramp-up management, with its goal of shortening time-to-market and time-to-volume, into the spotlight of scientific discussions in the recent years.

So far, this discussion is highly focused on series production. This research, however, addresses ramp-up management methods for job production, where every customer order can be seen as starting a new ramp-up process. Considering the resulting high number of ramp-ups, the possibilities and potential of ramp-up management methods for job production become obvious. To allow job producers to utilize these potentials, this research identifies the ramp-up management methods most useful for job production.

In the course of this research an overview of the variety of methods associated with ramp-up management is generated for the first time. To assess the benefits these methods can generate for job production, a mixed-methods approach combining qualitative and quantitative research approaches, is used. Literature analysis and expert interviews are conducted to generate a comprehensive understanding of job production, gain insight into its processes, and derive current challenges to and objectives of job production. The findings of this approach form the basis for the assessment of the ramp-up management methods regarding their benefits for job production with the help of a utility analysis. The results of the utility analysis are validated and generalized using a questionnaire study. Then the findings of both approaches are compared and a ranking of ramp-up management methods for job production is established.

To support decision makers in job production companies, this research thesis concludes with providing general information on method selection and implementation and presents two approaches to support the selection of appropriate methods for job production.

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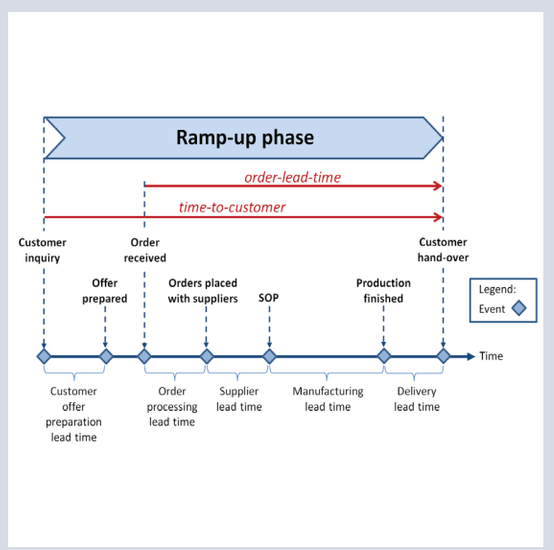

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