



Financiranje sodelovanja v znanosti in tehnologiji med Slovenijo in ZDA

Ministrstvo za znanost in tehnologijo bo v letu 2000 (predvidoma v septembru) objavilo razpis za sofinanciranje sodelovanja z ZDA za obdobje 2001 – 2003. Pri ocenjevanju vlog za sofinanciranje bodo imeli pomembno prednost projekti, za katere bo zagotovljeno sofinanciranje tudi na ameriški strani.

V nadaljevanju objavljamo povezave do nekaterih ameriških inštitucij, pri katerih se lahko slovenski raziskovalci ali njihovi ameriški sodelavci potegujejo za sofinanciranje sodelovanja:

Vladne in pol-vladne agencije

- National Science Foundation (NSF): <http://www.nsf.gov/>
- International Programs: <http://www.nsf.gov/sbe/int/start.htm>

- National Institutes of Health (NIH): <http://www.nih.gov/>
- John E. Fogarty International Center:
<http://www.nih.gov/fic/opportunities/index.html>
- National Institute of Environmental Health Sciences: <http://www.niehs.nih.gov/>

- U.S. Department of Agriculture (USDA): <http://www.usda.gov/>
- Foreign Agricultural Service – Grant Opportunities:
<http://ffas.usda.gov/icd/grants/grants.html>

- U.S. Department of Energy (DOE): <http://www.doe.gov/>
- Office of Science: <http://www.er.doe.gov/production/grants/grants.html>

- U.S. Department of Transportation (DOT): <http://www.dot.gov/>

- National Institute of Standards and Technology (NIST): <http://www.nist.gov/>

- Environmental Protection Agency (EPA): <http://www.epa.gov/index.html>
- EPA Grants Information: <http://www.epa.gov/ogd/grants.htm>

- National Oceanic and Atmospheric Administration (NOAA): <http://www.noaa.gov/>

- U.S. Geological Survey (USGS): <http://www.usgs.gov/>
- Contracts and Grants Information: <http://www.usgs.gov/contracts/index.html>

- National Aeronautics and Space Agency (NASA): <http://www.nasa.gov/>

- National Council for Eurasian and East European Research (NCEEER):
<http://www.nceeer.org/>
- Smithsonian Institution: <http://www.si.edu/start.htm>
- Office of International Relations:
<http://www.si.edu/organiza/offices/intrel/start.htm>

Akademije, združenja, komisije

- The National Academies (National Academy of Sciences, National Academy of Engineering, Institute of Medicine, National Research Council):
<http://www.nationalacademies.org/>
- Office of International Affairs: <http://www4.nationalacademies.org/oia/oiahome.nsf>
- American Association for the Advancement of Science (AAAS):
<http://www.aaas.org/>
- Directorate of International Programs:
<http://www.aaas.org/international/index.shtml>
- International Research and Exchanges Board (IREX): <http://www.irex.org/>
- Council for International Exchange of Scholars (CIES): <http://www.iie.org/cies/>

Veleposlaništvo ZDA v Sloveniji

- U.S. Embassy in Slovenia: <http://www.usembassy.si/home.htm>
- Exchange Section: <http://www.usembassy.si/Exchanges/home.htm>

NATO

- NATO Science for Peace program: <http://www.nato.int/science/sfp.htm>

Kontaktna oseba: **Alenka Mihailovski**

Republika Slovenija, Ministrstvo za znanost in tehnologijo: e-pošta



Na osnovi Sporazuma med Vlado Republike Slovenije in Vlado Združenih držav Amerike o znanstvenem in tehnološkem sodelovanju (Ur. l. RS, št. 100/99, MP št. 29/99), Pravilnika o financiranju in sofinanciranju mednarodnega znanstvenega in tehnološkega sodelovanja Republike Slovenije (Ur. l. RS, št. 62/96, 11/98 in 48/99) in Pravilnika o postopkih za izvrševanje proračuna Republike Slovenije (Ur. l. RS, št. 13/00 in 65/00) Ministrstvo za znanost in tehnologijo Republike Slovenije, Trg OF 13, Ljubljana, objavlja

JAVNI RAZPIS

za sofinanciranje projektov znanstveno tehnološkega sodelovanja z ZDA v obdobju med 2001 in 2003

1. Uporabnik proračunskih sredstev: Ministrstvo za znanost in tehnologijo, Trg OF 13, Ljubljana.
2. Predmet razpisa je sofinanciranje skupnih raziskovalnih projektov, pri čemer sredstva ne predstavljajo osnovnega vira financiranja predvidenih raziskav, pač pa so namenjena kot dodatni finančni vir predvsem za vzpostavljanje oz. vzdrževanje stikov med slovenskimi in ameriški partnerji, za kritje potnih stroškov in v izjemnih primerih za nakup opreme in za pokrivanje stroškov storitev. Projekti bodo odobreni za 2 leti z možnostjo podaljšanja za 1 leto.
3. Pogoji za opravljanje predmeta razpisa:
 - Na razpis se lahko prijavijo domače pravne ali fizične osebe, ki opravljajo raziskovalno dejavnost in izpolnjujejo pogoje, določene z zakonom o raziskovalni dejavnosti (Ur. l. RS, št. 8/91-I).
 - Vsebine predlogov projektov se morajo navezovati na projekte, ki zagotavljajo osnovni vir financiranja predvidenih raziskav (na projekte temeljnega ali aplikativnega raziskovanja oz. razvojno-tehnološke projekte, financirane v okviru nacionalnega raziskovalnega programa (Ur. l. RS, št. 8/95), na mednarodne projekte (5. okvirni program EU) ali na raziskovalno razvojne projekte, ki jih financira industrija).
 - Pogoj za sodelovanje na razpisu je zagotovljeno financiranje predlaganega projektnega sodelovanja tudi na ameriški strani. Kot ameriški sofinancer lahko nastopajo vladne in pol-vladne agencije, vladne ali privatne fundacije, združenja, akademije in industrijski partnerji. Odprt seznam možnih ameriških virov financiranja je naveden na domači strani Ministrstva za znanost in tehnologijo (<http://www.mzt.si/mzt/med/bilat-zda/financ.html>). Nosilec ameriškega sofinanciranja je lahko slovenski ali ameriški projektni partner. Izjemoma bo brez izpolnjevanja navedenega pogoja odobreno financiranje mlajšim raziskovalcem na podoktorskem nivoju za

sodelovanje z vrhunskimi ameriškimi raziskovalnimi skupinami na univerzah, inštitutih in v vladnih laboratorijih.

- Predlogi projektov se lahko nanašajo na raziskave v naravoslovju, tehniki, medicini, biotehniki, humanistiki in družboslovju.

4. Merila za izbiro so:

- pomen rezultatov raziskav za družbeni in gospodarski razvoj Republike Slovenije
- znanstvena odličnost in/ali aplikativnost raziskav
- interes za sodelovanje - komplementarnost skupin
- reference raziskovalne skupine
- vključevanje mladih raziskovalcev
- dosedanje sodelovanje z ameriškim partnerjem

5. Orientacijska vrednost za izvedbo predmeta razpisa je 50 milijonov SIT.

6. Predvideni rok začetka izvajanja predmeta razpisa je januar 2001.

7. Vloge za sofinanciranje morajo biti pripravljene skladno z navodili, ki so sestavni del razpisne dokumentacije in morajo vsebovati naslednje elemente:

- izpolnjene in podpisane obrazce s podatki o prijavitelju, nosilcu projekta in ostalih sodelujočih raziskovalcih, vsebino projekta ter podatki o ameriškem partnerju
- kratka življenjepisa nosilca projekta in ameriškega partnerja z najpomembnejšimi publikacijami, ki se nanašajo na vsebino projekta
- navedbo osnovnih virov financiranja raziskav na slovenski strani
- predlog porabe sredstev za 2 leti
- opis dosedanjega sodelovanja ter navedbo skupnih publikacij/patentov
- dokazilo (pogodbo) o ameriškem sofinanciranju projekta.

8. Pisne vloge z vso potrebno dokumentacijo in z oznako "Ne odpiraj - vloga za javni razpis za sofinanciranje znanstvenega sodelovanja z ZDA" ter navedbo vlagatelja na ovojnici morajo vlagatelji dostaviti v zaprtih ovojnicah na naslov: Ministrstvo za znanost in tehnologijo, Glavna pisarna, Trg OF 13, 1000 Ljubljana.

9. Pravilno označene vloge za sofinanciranje, ki bodo ne glede na način prenosa predložene do vključno **24.11.2000**, **1.3.2001** in **1.6.2001** do **12. ure**, bo odprla komisija za odpiranje vlog 27.11.2000, 2.3.2001 in 4.6.2001 ob 9.00 uri v prostorih Ministrstva za znanost in tehnologijo, Trg OF 13, Ljubljana. Nepravočasno prispelih in nepravilno opremljenih vlog komisija ne bo obravnavala in bodo vrnjene pošiljateljem.

10. O izidu javnega razpisa bodo vlagatelji pisno obveščeni v 90 dneh od vsakega dneva odpiranja ponudb.

11. Dodatne informacije v zvezi z razpisom dobijo interesenti na Ministrstvu za znanost in tehnologijo, Trg OF 13, Ljubljana, pri Alenki Mihailovski (tel. 01 478 4690, alenka.mihailovski@mzt.si). Razpisna dokumentacija je dosegljiva po objavi razpisa v tajništvu Sektorja za bilateralno mednarodno sodelovanje Ministrstva za znanost in tehnologijo, Ljubljana, Trg OF 13, vsak delovnik med 8. in 16. uro.

dr. Lojze Marinček,
Minister

Objavljeno v Uradnem listu RS, št. 91/2000, z dne 6.10.2000.

Republika Slovenija, Ministrstvo za znanost in tehnologijo: e-pošta



NAVODILA ZA PRIPRAVO VLOG ZA SOFINANCIRANJE

Vloge za sofinanciranje – po 2 izvoda v slovenskem in angleškem jeziku - morajo biti poslani na naslov Ministrstva za znanost in tehnologijo skladno z 8. in 9. točko javnega razpisa za sofinanciranje projektov znanstveno tehnološkega sodelovanja z ZDA v obdobju med 2001 in 2003.

Vloge za sofinanciranje morajo vsebovati **izpolnjene in podpisane obrazce** ter naslednje obvezne priloge:

- **Opis projekta (Project Description)** (do 5 strani), ki naj vsebuje naslednje elemente:
 - A. Izvleček (Abstract) - kratek povzetek do 500 besed, ki opisuje cilje, metodologijo in namen skupnega raziskovalnega projekta
 - B. Opredelitev ciljev projekta in hipotez (Definition of project goals and research questions/hypotheses)
 - C. Opis raziskovalnih metod (Description of research methods)
 - D. Opis predlaganega raziskovalnega sodelovanja (Description of proposed research cooperation)
 - E. Opis pričakovanih rezultatov skupnega raziskovalnega projekta (Description of expected benefits and outputs of the joint research project): objave, patenti, prenos tehnologije, dostop do raziskovalne opreme in informacij, dodatni raziskovalni projekti... ter navedba pričakovanih koristi od sodelovanja s poudarkom na merilih za izbiro, ki so navedena v 4. točki javnega razpisa za sofinanciranje projektov znanstveno tehnološkega sodelovanja z ZDA v obdobju med 2001 in 2003
 - F. Časovni raspored (Timetable): okvirni načrt aktivnosti, vključno z medsebojnimi obiski, v dveletnem obdobju izvajanja projekta.

- **Kratka življenjepisa (največ 1 stran) odgovornega nosilca projekta in ameriškega partnerja** z najpomembnejšimi publikacijami, ki se nanašajo na vsebino projekta (**Short CVs of Principal Investigator and U.S. Counterpart Scientist**)

- **Dokazilo (pogodba) o ameriškem sofinanciranju projekta.**
Vlagatelji, ki so mlajši raziskovalci na podoktorskem nivoju in se skladno s 3. točko javnega razpisa za sofinanciranje projektov znanstveno tehnološkega sodelovanja z ZDA v obdobju med 2001 in 2003 potegujejo za financiranje sodelovanja z vrhunskimi ameriški raziskovalnimi skupinami brez zagotovljenega ameriškega sofinanciranja, namesto dokazila o ameriškem sofinanciranju projekta priložijo **korespondenco**, iz katere so razvidni dogovori o predlaganem sodelovanju z ameriško inštitucijo, strokovni interes za sodelovanje na predlaganem področju ter osebna pripravljenost in razpoložljivost ameriškega(ih) sodelavca(ev) za sodelovanje.

Točko 3.B (Def. of project goals...) sem dopolnil tako, da sem razširil 4. odstavek:

Human ability to receive and process information is considered to be the key personality characteristic that has a strong influence on individual decision strategy. It also plays an important role in the psychological theories of personality and cognition that may be useful in the information processing behavior. The dimensions of personality, cognitive styles and decision-making styles are important variables in information processing and decision making strategies. Some of them have been very often and successfully used in the information system research, notably the personality type classification based on Jungian personality theory and basic personality dimension model based on big five-factor theory. Both personality models are supported by efficient techniques of personality assessment, for example Myers-Briggs Type Indicator (MBTI) and the measures of big five factors (NEO-PI-R; BFQ) fitting the relevant psychometric criteria (validity, reliability, objectivity and sensitivity).

H končnim alineam predlagam, da se doda po četrti alineji še ena in sicer:

- What effects do basic personality dimensions have on the use of color in information presentations?

Prilagam še rezime in seznam relevantnih publikacij:

Resume

Prof. Dr. Janek Musek
University of Ljubljana
Faculty of Arts and Sciences
Department of Psychology
Aškerčeva 2
1000 Ljubljana, Slovenia

Janek Musek studied psychology in the University of Ljubljana, where he also received PhD (1976) and entered job as assistant (1970), assistant professor (1977), and associate professor or docent (1981) of general psychology. Since 1988, he is full professor of general psychology at the Department of psychology in the Faculty of Arts and Sciences, University of Ljubljana. The syllabus of his courses includes introduction to psychology, personality, cognitive psychology and history of psychology. He also took positions of head of Department of psychology, vice-dean of faculty of Arts and Sciences and vice-rector of the University of Ljubljana.

Janek Musek is the current leader of the major research group for psychological research in the national research program. He is also one of the founders of the Institute of Personality Psychology. In his previous research he was engaged in fifteen basic research project, mostly as the project leader or principal investigator.

The major research fields of Janek Musek are personality theory and personality assessment, cognitive psychology, and, more specific, symbolism (including color symbolism and color preferences), decision making processes and value-systems. His most recent work is related to the elaboration of the comprehensive model of human

values, which integrates the taxonomic, structural, developmental and cross-cultural aspects of the universe of human values.

He wrote more than 200 scientific articles, 25 textbooks and scientific monographies, participated actively in numerous national and international scientific conferences and congresses and was the organizer or among the organizers of several national and international scientific congresses.

List of relevant publications

Musek, J. (1985). *The nature and determinants of conscious decision making*. Ljubljana: Research Institute of Faculty of Arts and Sciences.

Musek, J. (1990). *Symbols, culture and people*. Ljubljana: Research Institute of Faculty of Arts and Sciences. (includes a comprehensive chapter of color symbolism)

Musek, J. (1992). Dimensions of personality and value orientations. V: L. Marjanovič-Umek and D. Žagar (Eds.). *Department of psychology : 40 years : collection of scientific papers*. Ljubljana: Faculty of Philosophy, Department of Psychology, pp. 11-27.

Musek, J. (1993). The universe of human values: A structural and developmental hierarchy. *Studia Psychologica*, Vol. 35, No. 4-5, pp. 321-326.

Musek, J. (1994). Values and Value Orientations in the Background of European Cultural Traditions. *Anthropos (Ljublj.)*, 26, International issue, pp. 272-280.

Musek, J. (1996). The impact of transitional changes on value systems in Postcommunist Europe : the implications for the higher education reform processes. In: *Perspectives in higher education reform : based upon the sixth annual conference held in Prague, Czech Republic, November 3-6, 1996*

Kobal, D., Musek, J. (1996). Self-concept, personality styles and academic achievement : their inter-relationship. In: D. Piciga, (Ed.) *Cognition, learning & instruction*, (The School Field, Vol. 7, no. 3/4). Ljubljana: The Slovene Society of Research in the School Field, pp. 61-77.

Musek, J. (1997). Personality stereotypes : psychological comprehension of stereotypes. V: B. Jezernik and R. Muršič (Eds.). *Prejudices and stereotypes in the social sciences and humanities*, (Etnološka stičišča, 5; 7), (Razprave Filozofske fakultete). Ljubljana: Znanstveni inštitut Filozofske fakultete, 1997, str. 15-26,

Musek, J. (1997). *Scientific image of personality*. Ljubljana: Educy.

Musek, J. (1998). Political and religious adherence in relation to individual values. *Stud. psychol.*, 40, 1/2, pp. 47-59.

Musek, J. (1999). *Psychological models and theories of personality*. Ljubljana: Faculty of Arts and Sciences.

Musek, J. (2000). *The new psychological theory of values*. Ljubljana: Institute of Personality Psychology & Educy.

ZNANSTVENO TEHNOLOŠKO SODELOVANJE Z ZDA, 2001-2003
USA-SLOVENIA COOPERATION IN SCIENCE AND TECHNOLOGY, 2001-2003

DATUM PREJEMA:	(Date of receipt):
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NASLOV PROJEKTA (Project Title)

NASLOV PROJEKTA V SLOVENSKEM JEZIKU (Project title in Slovene language)	
NASLOV PROJEKTA V ANGLEŠKEM JEZIKU (Project title in English language)	

ODGOVORNI NOSILEC (Principal Investigator)

PRIIMEK (Family Name)		
IME (First Name)		
NAZIV (Degree)		
POLOŽAJ (Position)		
RAZISKOVALNA ORGANIZACIJA (Institution)	RAZISK. ORGANIZACIJA (Institution)	
	NASLOV (Address)	
	Tel.	
	Fax	
	E-mail	
PODPIS ODGOVORNEGA NOSILCA (Signature)		

ZNANSTVENO TEHNOLOŠKO SODELOVANJE Z ZDA, 2001-2003
USA-SLOVENIA COOPERATION IN SCIENCE AND TECHNOLOGY, 2001-2003

ODOBRITEV PRIJAVITELJA (Institutional Authorisation)

Potrjujemo, da inštitucija, v kateri je zaposlen odgovorni nosilec, podpira njeno/njegovo vlogo za sofinanciranje znanstveno tehnološkega sodelovanja z ZDA.

RAZISKOVALNA ORGANIZACIJA	RAZISKOVALNA ORGANIZACIJA	
	ODGOVORNA OSEBA	
	POLOŽAJ	
	PODPIS	
	DATUM	

PODATKI O AMERIŠKEM PARTNERJU (U.S. Counterpart Scientist)

PRIIMEK (Family Name)		
IME (First Name)		
NAZIV (Degree)		
POLOŽAJ (Position)		
RAZISKOVALNA ORGANIZACIJA (Institution)	RAZISK. ORGANIZACIJA (Institution)	
	NASLOV (Address)	
	Tel.	
	Fax	
	E-mail	

ZNANSTVENO TEHNOLOŠKO SODELOVANJE Z ZDA, 2001-2003
USA-SLOVENIA COOPERATION IN SCIENCE AND TECHNOLOGY, 2001-2003

DRUGI SODELUJOČI RAZISKOVALCI (Project Staff)

PRIIMEK (Last Name)	
IME (First Name)	
NAZIV (Degree)	
POZICIJA (Position)	
RAZISKOVALNA ORGANIZACIJA (Institution)	

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POZICIJA (Position)	
RAZISKOVALNA ORGANIZACIJA (Institution)	

To stran po potrebi razmnožite.

ZNANSTVENO TEHNOLOŠKO SODELOVANJE Z ZDA, 2001-2003
USA-SLOVENIA COOPERATION IN SCIENCE AND TECHNOLOGY, 2001-2003

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ZNANSTVENO TEHNOLOŠKO SODELOVANJE Z ZDA, 2001-2003
USA-SLOVENIA COOPERATION IN SCIENCE AND TECHNOLOGY, 2001-2003

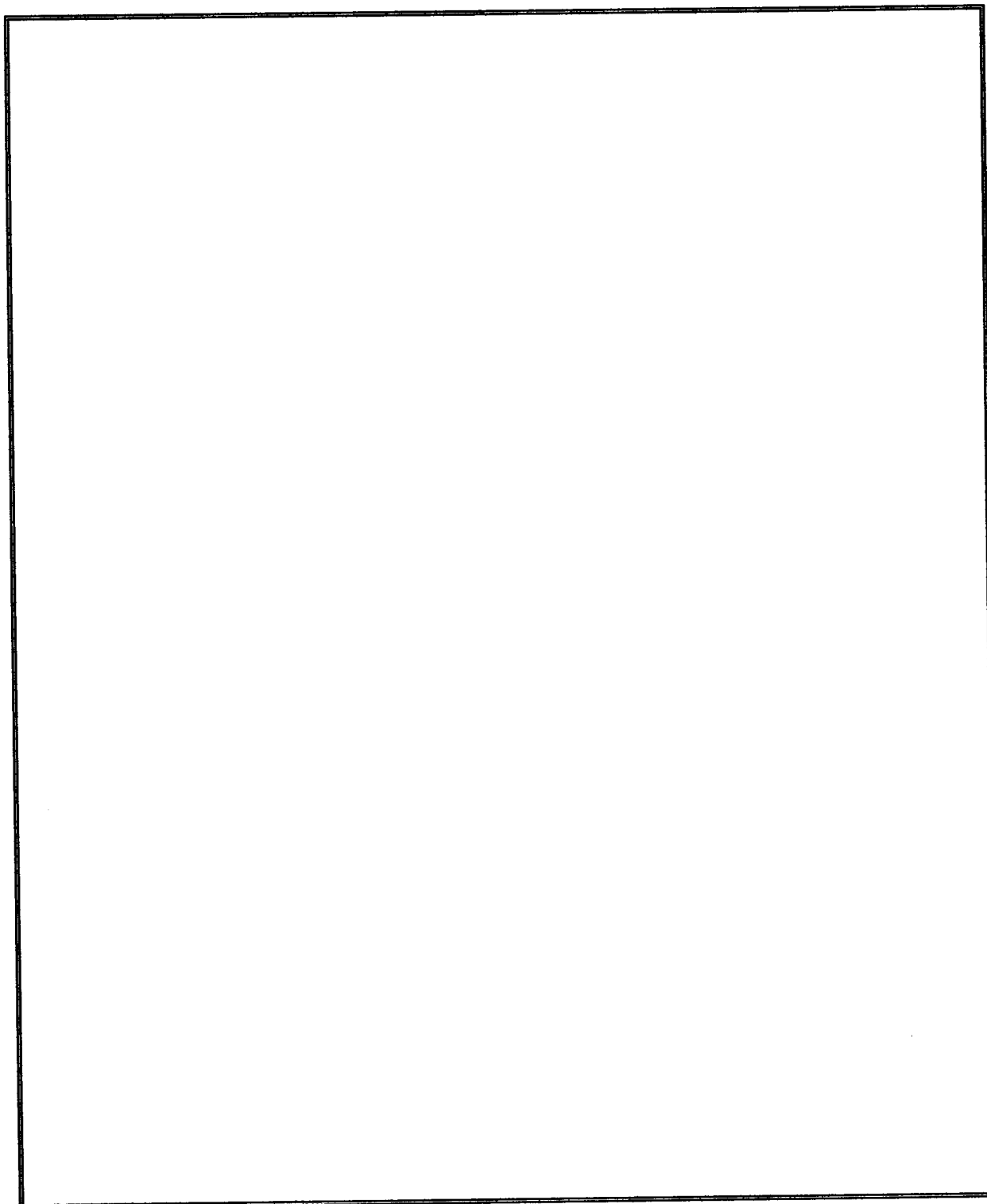
OSNOVNI VIRI FINANCIRANJA RAZISKAV

ŠIFRE PROJEKTOV ALI PROGRAMOV NA PODROČJU TEMELJNEGA IN APLIKATIVNEGA RAZISKOVANJA OZIROMA TEHNOLOŠKIH SPODBUD, KI JIH FINANCIRA MZT	
MEDNARODNI PROJEKTI (5. OKVIRNI PROGRAM EU)	
RAZISKOVALNO RAZVOJNI PROJEKTI, KI JIH FINANCIRA INDUSTRIJA	

AMERIŠKI SOFINANCER

NAZIV AGENCIJE/ FONDACIJE/ ZDRUŽENJA/ INDUSTRIJSKEGA PARTNERJA IN IME PROGRAMA	
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**OPIS DOSEDANJEGA SODELOVANJA TER SEZNAM SKUPNIH
PUBLIKACIJ / PATENTOV (Description of Previous Cooperation)**



Republika Slovenija, Ministrstvo za znanost in tehnologijo, Trg OF 13, 1000 Ljubljana

ZNANSTVENO TEHNOLOŠKO SODELOVANJE Z ZDA, 2001-2003
USA-SLOVENIA COOPERATION IN SCIENCE AND TECHNOLOGY, 2001-2003

PREDLOG PORABE FINANČNIH SREDSTEV

	1. LETO	2. LETO
A. POTOVANJA SLOVENSKEGA RAZISKOVALCEV		
Število in trajanje kratkih obiskov (do 14 dni)		
Sredstva za kratke obiske		
Število in trajanje dolgih obiskov (do 3 mesece)		
Sredstva za dolge obiske		
B. POTOVANJA AMERIŠKIH RAZISKOVALCEV		
Število in trajanje kratkih obiskov (do 14 dni)		
Sredstva za kratke obiske		
Število in trajanje dolgih obiskov (do 3 mesece)		
Sredstva za dolge obiske		
SKUPNA SREDSTVA ZA IZMENJAVE RAZISKOVALCEV (A+B)		
C. MATERIALNI STROŠKI ¹		
D. DRUGI STROŠKI ²		
SKUPNI STROŠKI (A+B+C+D)		

¹ Materialne stroške predvidite le v izjemnih primerih, če je za izvedbo projekta nujna nabava posebne opreme, ki ni financirana iz osnovnih virov financiranja raziskav.
Materialne stroške utemeljite!

Vloga za sofinanciranje projektov znanstveno tehnološkega sodelovanja z ZDA

Republika Slovenija, Ministrstvo za znanost in tehnologijo, Trg OF 13, 1000 Ljubljana

² Drugi stroški lahko vsebujejo stroške najema opreme, različnih servisov, ... Enako kot materialne stroške jih predvidite le v izjemnih primerih, ko niso pokriti iz osnovnih virov financiranja raziskav in jih utemeljite.

18.V.89

MILT

US-YU PROJECT

PROPOSAL:

- M - PROBLEM STATEMENT
- G - IMPORTANCE OF RESEARCH
- G - SIGNIFICANT PRIOR RESEARCH
- M - POSSIBLE RESEARCH APPROACH (METHODOLOGY)
- M - POTENTIAL OUTCOMES

We should replicate the US experiments.

REPORTS: (Studies)

1. US color exp. (#10)
2. US graph exp. (#11)
3. US col & graph (#12)
4. YU color exp.
5. YU graph exp.
6. YU col & graph
7. US-YU color & graph study
8. US-YU graph

In addition:

1. replicate exp. 18 & 19 in order to investigate any cross-cultural differences in the information and question complexity matrices

If Milt had equipment for these experiments then we really have the same conditions on both sides. What we need is to translate the text and word ~~structure~~ and get used to the equipment and SW (and experiment) which will take some 2 months.

Buy 2-base 5000! (SW provides Milt - for the exper.)

Buy Apple (today ca \$12000, in two years approx. \$6000)

Today v. Indiet v. zdravevanje opreme!! + dishe in drugo (FAX)
telefon, grafoskop, reziki shochi (celebrity, politika)
+ demar za

Milt available (possibly) June 5 & 6 late of the day
May 31 & 1

11

EKONOMSKA FAKULTETA BORISA KIDRICA
Boris Kidrič Department of Economics
Edvard Kardelj University of Ljubljana

An Overall Identification of Joint Research Proposal
to SUNY, USA

The following proposals have been recently given as to the joint research activities between Ekonomska fakulteta Borisa Kidriča (Ljubljana) and SUNY (New York):

1. a methodology of optimal economic fusion and optimal design of business organisations
2. a multidimensional assignment problem
3. a multidimensional data base
4. a computer-oriented international economic relations modeling
5. continuously adaptive on-line management and control of micro-economic systems

This group of research items belongs to the field of informatics in economics, or, more precisely, to the field of computer assisted support in decision making and problem solving. In extension, a series of preliminary research projects have identified these key problems in the field of economics, business and organisation. They are based on the thorough examination of the relevant up to date literature and matched to real life physiology of these problems in practice. The results of preliminary studies and tests are encouraging enough to set about the systematic study, development and implementation of the results followed in the spirit of the following guide-lines:

- decisions in general should be based on more than one single information;
- the classical causality principle (determinism) should be replaced by the generalized causality principle (stochasticity) and even by that of ultrastochasticity (chaos);

- in a modern world there is much more urgent to adopt and apply methods as much adequate as possible to the problem being subject to solving, e.i. we have to create problem-oriented methodology;
- the corresponding information systems should embrace efficient and relevant data bases, which is a severe question in economics and business;
- decisions should be made on "yesterday-today-tomorrow" principle;
- global and subglobal (partial) solutions should be brought together (decomposed and decentralised control)
- economic and business problems are calling for the principle of synergy to be pursued whenever possible;
- we need flexible and sensitive management in order to decrease the entropy;
- our approach is process-oriented (stochastic, generalized processes, ultrastochastic);
- "open-ended" and "evolutionary" properties of the corresponding control models are badly needed;
- it is to be redefined what we have usually had in mind whenever talking about dynamics, e.i. we introduce a concept of "meta-dynamics";
- up-dated history of all processes on one hand and predictive property of our general approach lead us to so called "fluid modeling";
- multicriteria and multigoal modeling philosophy is defined on a set of generalised processes.

The above requirements and guide-lines, illuminating the main implementational features of corresponding software packages (as final results), help us to characterize the whole group of research items proposed in an unique way. This group of problems amounts to development of informatics in economics, business

administration and organization. The selected guide-lines and requirements pretend to produce computer assisted (supported) decision making procedures in these fields in such a way that, at some later time, we can start developing (commercial) packages in the spirit of artificial intelligence, which appears to be one of the basic building blocks of coming information society.

Viljem Rupnik

ENERGY INTERNATIONAL PROBLEM SOLUTION

Name	Age	Education	Nationality	Language Spoken	Experience
Illin	35	N. Y. School of Mines	American	Portuguese	<u>2 years</u>
Hule	42	<u>N. Mex. Inst. of Earth Science</u>	American	Portuguese	7 years
Gadolin	41	N. Y. School of Mines	American	Portuguese	6 years
Samar	<u>33</u>	Mass. Inst. of Sciences	American	Portuguese	5 years
Lute	36	N. Y. School of Mines	American	<u>No Portuguese</u>	9 years
Noddy	43	<u>St. Francis University</u>	American	Portuguese	14 years
Lanta	36	Mass. Inst. of Sciences	<u>Canadian</u>	Portuguese	4 years

The New Mexico Institute of Earth Sciences and St. Francis University require three special subjects for graduation and are, therefore, smaller than the Massachusetts Institute of Sciences or the New York School of Mines. St. Francis is not the smallest; therefore, the New Mexico Institute of Earth Sciences must be. This makes N.M.I.E.S. a women's university. Brazilians hold a feudal attitude toward women.

Seismology and paleontology are essential for General Membership. St. Francis does not offer seismology; therefore, no graduate of St. Francis can qualify for General Membership.

None of the Brazilian staff understands English, nor do the government inspectors; therefore, before the General Manager can countersign the inspector's report, he must be able to read Portuguese.

Each candidate except Gadolin is disqualified because he lacks the qualifications outlined.

ENERGY INTERNATIONAL DATA SHEET

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The company's business has grown very rapidly, especially in South America, where your organization has been made welcome by the governments. In a recent meeting the board of directors decided to develop a new property near Fortaleza, in northeastern Brazil. This operation will include both mining and milling production.

The date is April 1, 1972. You have come from your respective plants in different locations. This is the initial session of your annual meeting. Your first order of business today is to select a new General Manager for the Brazilian plant from among the candidates on the attached list.

Fortaleza, Brazil has a hot climate, one railroad, a scheduled airline, a favorable balance of trade, a feudal attitude toward women, considerable unemployment, a low educational level, a low literacy rate, and a strongly nationalistic regime.

The government has insisted that the company must employ Brazilian elements in all posts except that of General Manager. The government has also installed an official inspector who will make monthly reports to the government. This report must be signed by the company's representative, who must be a Fellow of the Institute of Mineralogy.

There are a number of schools offering degrees in mineralogy; the most recently founded is the New Mexico Institute of Earth Sciences. This Institute was established under a special grant and opened in 1945.

In order to earn a bachelor's degree in mineralogy, this school requires geology, seismology and paleontology, in addition to the usual courses.

ENERGY INTERNATIONAL CANDIDATE SUMMARY SHEET

NAME: R. Illin.
DATE OF BIRTH: March 2, 1937
PASSPORT: L3452 - U.S.A.
EDUCATION: New York School of Mines - Degree in Mineralogy - 1957
EMPLOYMENT: Research Assistant - New York School of Mines - 1958-1960
Lecturer - Mineralogy - University of Bonn - 1966-1970
Manager - Utah Copper Mining Company Plant - 1970 to date
LANG. COMMAND: English, French, German, Portuguese

NAME: S. Hule
DATE OF BIRTH: May 4, 1929
PASSPORT: H4567 - U.S.A.
EDUCATION: New Mexico Institute of Earth Sciences - Degree in Mineralogy - 1955
EMPLOYMENT: Uranium Unlimited - Management Trainee - 1955-1957
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DATE OF BIRTH: June 5, 1930
PASSPORT: L7239 - U.S.A.
EDUCATION: New York School of Mines - Degree in Mineralogy - 1955
EMPLOYMENT: United Kingdom Mining Board - Management Trainee - 1955-1957
Assistant Manager - N.D.B. Cheshire Plant - 1958-1966
Manager - Idaho Cobalt Minerals - 1966 to date
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DATE OF BIRTH: April 6, 1938
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EDUCATION: Massachusetts Institute of Sciences - Degree in Mineralogy - 1959
EMPLOYMENT: Jr. Engineer - W. Virginia Mining Research Station - 1959-1968
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NAME: V. Lute
DATE OF BIRTH: August 6, 1935
PASSPORT: K62371 - U.S.A.
EDUCATION: New York School of Mines - Degree in Mineralogy - 1956
EMPLOYMENT: Jr. Development Mineralogist - Ontario Mining Constr. Ltd. -
1956-1959
Assistant Chief Mineralogy Officer - Canadian Dev. Board - 1960-1963
Plant Manager - Welsh Mining Company, Ltd. - 1964 to date
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DATE OF BIRTH: August 7, 1928
PASSPORT: H63241 - U.S.A.
EDUCATION: St. Francis University - Degree in Mineralogy - 1953
EMPLOYMENT: Assistant Manager - Societe' Debunquant D'ALgerie - 1953-1957
Manager - Kemchatka Mining Company - 1958 to present
LANG. COMMAND: English, Portuguese, Russian, Arabic

NAME: S. LANTA
DATE OF BIRTH: September 8, 1935
PASSPORT: Q123YB - Canada
EDUCATION: University of Quebec - Diploma in English - 1955
Massachusetts Institute of Sciences - Degree in Mineralogy - 1958
EMPLOYMENT: Technical Officer, Sardinia Mining Corp. - 1960-1968
Manager - Moab Valley Mining Plant - 1968 to date
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The government has ruled that the company must employ Brazilians in all posts except that of manager. It has also installed an official inspector, who will make a monthly report which must be countersigned by the General Manager. By law, the General Manager must have had at least three years' experience as a manager in charge of a mining operation.

There are a number of schools offering a degree in mineralogy, a degree essential to qualify for General Membership in the Institute of Mineralogy. The smaller universities require three, the larger four, of the following special subjects as a part of their graduation requirements: geology, geophysics, oceanography, paleontology, seismology. The smallest is a women's university.

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The government has ruled that the company must employ Brazilians in all posts except that of manager. It has also installed an official inspector, who will make a monthly report which must be countersigned by the company's representative. None of the government inspectors can read or write any language but his own.

There are a number of schools offering degrees in mineralogy, but a passing grade in paleontology is essential to qualify for General Membership in the Institute of Mineralogy. The largest university is the New York School of Mines, which requires the following special subjects for graduation: geology, paleontology, geophysics and seismology.

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The government has ruled that the company must employ Brazilians in all posts except that of manager. It has also installed an official inspector, who will make a monthly report which must be countersigned by the company's representative. None of the company's employees or staff can read or write any language but Portuguese.

There are a number of schools offering degrees in mineralogy, and a passing grade in seismology is essential to qualify for General Membership in the Institute of Mineralogy. The Massachusetts Institute of Sciences requires the following special subjects for graduation: geology, seismology, oceanography, and paleontology.

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The government has ruled that the company must employ Brazilians in all posts except that of manager. It has also installed an official inspector, who will make a monthly report to the government which must be countersigned by the company's representative, who must be an American citizen.

Fellowship in the Institute of Mineralogy can be obtained by men over 35 years of age who have otherwise qualified for General Membership in the Institute. St. Francis University, which is not the smallest school, requires the following special courses for graduation: paleontology, geophysics and oceanography.

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Name: _____

Instruction For
Bloomington Controls

1. FOLLOW THESE INSTRUCTIONS STEP BY STEP DOING EXACTLY AS TOLD. PLEASE FILL-IN VALUES ON THIS SHEET WHEN REQUESTED!
2. There are no right or wrong answers. The purpose of this exercise is simply to highlight that we each have our own means for comprehending organizational data. Your responses will be discussed but not identified with you individually. Please approach this exercise seriously and place yourself, to the best you can, into the situation.
3. Please record in the following blank the current time of day: _____
4. Now read the instructions on the attachment and respond as requested. Show all work, even intermediate steps. A sequence of diagrams can be submitted, if so, clearly indicate the sequence. Use your own paper for the drawings. Be legible but you do not have to produce professional images. Take as much time as you believe is necessary to respond. Return to steps 5, 6, 7 and 8 after completing your work.
5. Please record in the following blank the current time of day: _____
6. Are you familiar with any actual situation such as that described in Bloomington Controls? If so, please briefly explain your involvement/role in such (e.g., worked as a sales clerk, have been an engineer for such products, etc.). If no familiarly simply write NONE.

7. Please circle the phrase below which best describes the confidence you have that your diagram(s) explain the essence of the database for the situation presentd.

Very confident	Very unconfident
Fairly confident	Fairly unconfident
somewhere in-between	
8. Finally, please take a few moments to suggest in the space below (1) information that could have been in the situation description that would, have made it easier for you to develop your database and (2) what aspects of (or concepts involved in) constructing your diagram(s) were the most difficult for you to handle? Use the back side of this page if necessary.

Draw (i.e., a picture of) a database for the situation below. Your diagram should depict whatever database organization is most meaningful to you; please include enough words to explain what each part of your diagram represents. Use whatever notation you wish, but provide a notation legend so that others can interpret your diagram. Assume you are head of Customer Service & Sales.

Bloomington Controls (BC) is a \$5M manufacturer of components and systems for the heating and air conditioning industry. BC has been in business for twenty years and has a base of approximately 2000 customers. Thirty to forty customer orders are received every day; a backlog of 200 orders is not uncommon (i.e.; outstanding, unfilled at end of each day). Exhibit 1 is a sample copy of BC's order acknowledgement and invoice form. Bracketed fields represent additional data only appearing on the invoice; the invoice quantity field denotes the quantity actually shipped and billed for that invoice (which may be less than that ordered due to stockouts or scrapped production).

Close to 30% of all orders require multiple shipments; i.e., partial shipments are frequent due to stockouts or customer wishes to receive all that is available as soon as it is available. Any order or shipment may include multiple line items (i.e., requests for individual BC products). BC sells replacement parts, components and complete control systems. Final (stock) inventory of products is now maintained manually on bin cards (Exhibit 2 represents a sample card).

BC's customers are often analyzed according to their location in a region or territory. Many of BC's customers are agents or distributors; consequently, many shipping addresses may be associated with a single billing customer. Further, BC likes to keep track of customers which are divisions or subdivisions of a parent (customer) firm. For example, several divisions of General Electric are BC customers.

BC's products can be (price) discounted due to agreements with individual customers. Because of frequent billing and shipping questions, both completely shipped (called closed) orders and unfilled or partially shipped (called open) orders must be readily accessible; the closed orders should be readily accessible for one year after final shipment. BC frequently takes orders by telephone, which typically requires providing stock status information to the customer.

SAMPLE

Bloomington Controls
Customer Order Acknowledgement
(Invoice)

Today's Date:
Date Received:
(Invoice No.):

Sold To:

Ship To:

Shipping Instructions:

Packing Instructions:

Discount:

Customer P.O. No.:

Promised Shipment Date:

Agent/Salesman No.:

<u>Catalog No.</u>	<u>Part No.</u>	<u>Desc.</u>	<u>Qty.</u>	<u>Price</u>	<u>Discount</u>	<u>Total</u>
--------------------	-----------------	--------------	-------------	--------------	-----------------	--------------

(Freight)

Exhibit 1

SAMPLE

Bloomington Controls
Inventory Card

Part No:
Reorder Point:
Lead Time:
Review Cycle:
Description:

Accounting Code:
Reorder Quantity:
Primary Vendor:
Drawing No.:

Date	IN	OUT	QOH		Date	IN	OUT	QOH		Date	IN	OUT	QOH
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Exhibit 2



