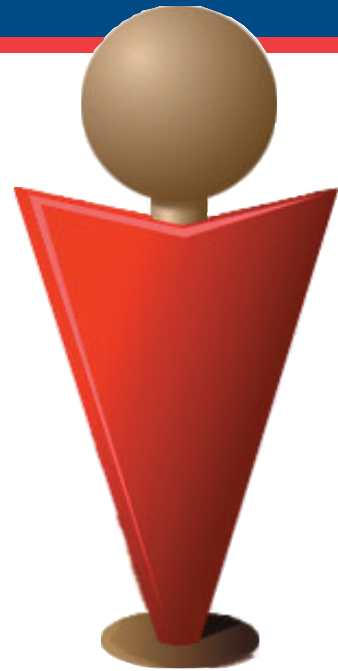


Model-Netics®

The Lifetime Learning Tool

Introduction to Model-Netics




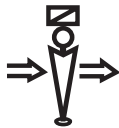



The Model-Netics Basic Course consists of 151 models which function as guides to individual thought and action in the broad areas of organization and management. The course is organized into sessions that deal with the following topics:

- Change
- Selection
- Evaluation
- Compensation
- Delegation
- Motivation
- Planning
- Management Process
- Communication
- Learning and Training
- Control
- Problem Solving
- Decision Making
- Leadership



Introduction to Model-Netics®

What It Is . . . What It Does

63.  KASH Formula	58.  Info-Action Diagram	132.  Stimulus Fraction	43. Experience Paradox
48. Fugitive Information	71. Management Definition	69.  Main Event Compass	73.  Management Process Cyber-Chart

This 8-model grid introduces the 151 models in the Model-Netics system.

KASH Formula ... Info-Action Diagram ... Stimulus
Fraction ... Experience Paradox ... Fugitive Information ...
Management Definition ... Main Event Compass ...
Management Process Cyber-Chart ... Freudian Hydraulic ...
Action Path ... Slot Machine Management.

For those already familiar with Model-Netics, men and women in all walks of corporate and governmental life, these terms recall models which are part of an “alphabet” – the building blocks in a system that weds soundly conceived management theory to the practice of management. Through the use of models, conceptual ideas and theory are translated into practical, operational tools.

1. What is Model-Netics?

Model-Netics literally means “models in action.” The Basic Course in Model-Netics is composed of 151 models that function as guides to thought and action. Models represent key concepts that have wide application to both organizations and individuals. The models translate these concepts into practical, operational tools. Examples of the two types of models in the system – word and diagrammatic – are shown at the top of this page.

2. How do models function as guides to thought and action?

Each model has a precise meaning, and once the models are learned, they enable managers to organize and control their accumulated knowledge and experience and apply them to the practice of management – in real time.

3. What subjects are covered in the Basic Course in Model-Netics?

Model-Netics is comprehensive in scope. The course is organized into sessions that deal with the following topics:

- Change
- Selection
- Evaluation
- Compensation
- Delegation
- Motivation
- Planning
- Management Process
- Communication
- Learning and Training
- Control
- Problem Solving
- Decision Making
- Leadership

4. Does Model-Netics apply only to certain types of organizations?

No, Model-Netics is designed to increase productivity in all kinds of organizations. It has been used effectively by both profit and nonprofit organizations, including governmental units and educational institutions.

5. What do organizations get from Model-Netics?

Organizations get a highly leveraged, multi-purpose tool that increases organizational effectiveness and efficiency. Model-Netics is currently being used to improve performance in the following areas: communication, manager development, organization development, problem solving, culture channel, shared interpretive base, and systems integration logic.

6. Is Model-Netics a “proven” program?

Yes, Model-Netics has been proven effective for over two decades. Thousands of people have completed the original, instructor-led version of the course. Increasing demand for Model-Netics led to the creation of the computer-based version of the course.

7. Is Model-Netics designed only for management personnel?

No, even though Model-Netics was originally designed primarily for management personnel. However, in today’s highly competitive environment, personnel throughout the organization need to understand management concepts and practices. In short, everyone in the organization needs to have a common understanding of how organizations work.

8. Who teaches Model-Netics?

The recommended approach is to use employees of sponsoring organizations. Client instructors are trained at the Main Event Management Institute in Houston. (See insert on back cover.)

9. What are the requirements to qualify as a Model-Netics instructor?

The effectiveness of both the Model-Netics Instructor Training Program and the Model-Netics instructional technique makes it practical for supervisory and management personnel, as well as full-time trainers, to qualify as Model-Netics instructors.

10. What should individuals get out of completing the course?

In addition to providing guides to management thought and action, when individuals learn Model-Netics, they develop an understanding of how organizations work. Since we live in a society of organizations, this knowledge helps the individual be a more effective and efficient person.

11. Why is Model-Netics called “The Lifetime Learning Tool”?

There are three reasons. First, the models deal with concepts that are “timeless.” Second, the model-based framework enables the Model-Netics user to build an ever-expanding “mental database” by integrating newly acquired knowledge and experience. Third, models can be combined to generate new ideas and insights in the same way that words in a language are combined to express thoughts and ideas.



12. We talked a lot about Model-Netics, but isn’t there another part to Main Event Management?

Yes, there are two parts to Main Event Management – Model-Netics, and a group of ten integrated MEM/management operating systems. When Model-Netics and the other part of Main Event Management – the integrated systems – are used together, a synergistic effect is created; that is, they are more productive together than as two separate programs – something like two plus two equals five.

13. What are the ten MEM/management operating systems?

The ten systems are: Directive and Information System, Desk Manual Program, Salary Administration Program, Performance Planning System, Approval Control Program, Reports Control Program, Budget Program, Systems Control Program, Audit Control Program, and Education and Training Control Program.

The Model-Netics Instructor Training Program

The Model-Netics Instructor Training Program enables client organizations to develop their own instructors for the Basic Course in Model-Netics. This is accomplished by sending instructor candidates to the Instructor Training Program. Once trained, these instructors are qualified to teach Model-Netics within the client organization. Because of the effectiveness of the Model-Netics instructing technique, client instructors usually teach Model-Netics in addition to their normal responsibilities.

The Model-Netics Instructor Training Program consists of two residencies at the Main Event Management Institute in Houston, Texas. The two residencies are three days each and are conducted every March, June, September, and December. Instructor candidates may enroll for their first residency on any of these dates, with the second residency usually scheduled for the following quarter.

A Brief History . . .

A decade under development, Model-Netics was launched in 1971 by Main Event Management Corporation, the owner and marketer of the program. Since then, it has been installed in a broad cross section of organizations throughout the United States, Canada, Mexico, Great Britain, Spain, Holland, Sweden, Japan, and France. It has been translated into Spanish, French, and Japanese.

From the outset, Model-Netics has been recognized as a unique and innovative program that improves productivity. Model-Netics has proved to have a universal organizational appeal – whether viewed by type of organization or by size of organization or by hierarchical levels within a given organizational structure.

- **Scope.** Model-Netics addresses fundamental organization and management problems. The program has proved effective in businesses of all types and to educational, religious, governmental, health care, and other nonprofit organizations.
- **Size.** Among the users of Model-Netics are organizations of all sizes, large and small, including multi-company and multi-national organizations.
- **Multilevel.** Model-Netics has been widely used to communicate organizational philosophy and direction not only to the full range of management levels, but to operating level personnel, as well.

Not surprisingly, then, the program has become the “lingua franca” of management within a widening circle of financial, industrial, educational, and governmental organizations – both national and international.

Who developed Model-Netics?

Harold S. Hook, founder and president of Main Event Management Corporation, developed Model-Netics and the MEM/management operating systems to help organizations and individuals become more effective and efficient, and thus more productive. Mr. Hook is an acknowledged innovator as well as a widely recognized practitioner of management.

Mr. Hook distinguished himself as the president of three major life insurance companies before the age of forty. He retired from American General Corporation (AGC) in 1997, after more than 18 years as chairman and chief executive officer. In 2001, AGC was merged into American International Group, the world’s largest insurance organization, in a stock transaction valued at \$23 billion.



For More Information

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