How MathDIY help disrupting and understanding
social engineering influencing organizational change and dynamic

Strategic Approach
by Enterprise/Entrepreneur (E)

Estimated Resource Planning (ERP)
by Enterprise/Entrepreneur (E)

$$E[S_{(E)}] = \sum_{i=1}^{k} x_i p_i = x_1 p_1 + \ldots + x_k p_k$$

$$v(a)[E] = \sum_{r=1}^{m} w_r v_r (a_r) = w_1 v_1(a_1) + \ldots$$

$$v(a)[°i] => w_p(w_r) = r_p \div \sum_{p=1}^{n} r_p$$

whereby
$E[S_{(E)}]$ = Expectation of Value
i = n-times
x = finite number of finite outcomes
p = equiprobable (weighting)

whereby
v(a) [E] = Estimation of Value
°i = Level of Importance (Interest) within a scale
w_r = weighting of attribut a_r always > 0
v_r = value of attribut (a_r)
r = resource (n-times)
m = measured method
p = property criterion

7-S(E)-Modell by McKinsey

12-S$_{(E)}$-Molecule by Jens T. Hinrichs

STRATEGY, ORGANIZATIONAL **STRUCTURE**, **SYSTEMS** AND ITS PROCESSES, CULTURAL **STYLE**, **STAFF**, **SKILLS**, **SUPERORDINATE** GOALS WHEREBY S = STRATEGY

SUPPLY CHAINS (has effects on STRATEGY), **STORAGE** OF ENERGY (reserves, savings, surplus, renewables), ORGANIZATIONAL **SEGMENTATION** AND CHANGE (business units and assets, SWOT), **SLACKS** (Project management and planning), **SYNERGIES** (opt-in/opt-out; Make or buy, USP, workflow), **SHAREHOLDERS** (also investors, suffrages), INTERCULTURAL **SYSTEMS** (obstacles, environment, markets, fiscal), **STYLE AND STACK** (foreign expertise vs given experiences), **SOCIAL BENEFITS** (Image, integrity, absolute economics, exploration), **STAKEHOLDERS** (also public interests, Lobbyism and policies), OWN **SKILLS AND** CREATIVE **STAFF** (talent stack, human capital, S.W.A.T., experiences, patents), **SHARE-ABILITY** (evaluable usage, participation, performance, scales), **SUPERSET/SUBSET** OF … OR EQUAL TO SUPERORDINATE GOALS (profiteering, social engineering, utility maximization, lobbyism, market leadership, branding, cultural of concealment) WHEREBY (E) = ENTERPRISE

POLITICS-Mix by Jens T. Hinrichs

$$7Ps + \sum P_x$$

PRODUCTION, PRICING, PROMOTION, PLACEMENT, PHYSICAL EVIDENCE, PEOPLE, PROCESS (MARKETING-MIX BY JOBBER) + PARTNERS, POLITICAL OBSTACLES, PLC, PROJECTION, PLANNING, PLAYER AND PARADIGM SHIFT, PARTICIPATION, PERFORMANCE ETC.

PLAYER-Model by Jens T. Hinrichs

$$4Pm + \sum P_y$$

MOVER, BYSTANDER, OPPOSER, FOLLOWER (4-PLAYER-MODEL BY KANTOR) + PROCLAIMER, OBSERVER, SPECTATOR, GAWPER, INFLUENCER, PARTNERS, STEREOTYPES, STAKEHOLDERS (ALSO CONTRIBUTERS, COUNTERFEITS) ETC.

STRATEGY-Model by Jens T. Hinrichs

$$4S \in 7Ps + \sum P_{x,y}$$

STRENGTH, WEAKNESS, OPPORTUNITIES, THREATS (S.W.O.T.-ANALYSIS) ARE ELEMENTS OF POLITICS-MIX

FORCES-Model by Jens T. Hinrichs

$$4Pm + \sum P_{x,y} \in 4F \times 3F \times 2F$$

PLAYER-MODEL IS ELEMENT OF (OR DRIVEN BY) S.W.A.T.-ANALYSIS: SKILLS, WILLINGNESS TO CHANGE SOMETHING, ACTION TO BE TAKEN, TEAM OR TECHNIQUE (4F) PAIRED WITH FAITH OR FAIRNESS, FAMILY AND FREEDOM (3F) OR DRIVEN BY FRIDAYS FOR FUTURE (F4F) OR SOMETIMES MULTIPLIED WITH FINANCIAL RISK AND CROWD FUNDING (2F)

iPotency
for a human beeing

$$v(a)[°i] = \left| \; iP^2_{(Y)} \; \right|$$

VALUE FOR UNIT OF A USER IN A DATING PORTAL (OR MEMBER IN A TEAM) OR MATCHING PROCESS WHEREBY
(Y) = YOURS, °i = LEVEL OF IMPORTANCE (INTEREST) WITHIN A SCALE

Analysis for
target audience or potential customer

$$|PERSONAS\ ARK| \in 7Ps + \sum P_x$$

CUSTOMER PROTOTYPING, PREFERENCES, RESEARCH, BUYING BEHAVIOR, PRICE SENSITIVITY ETC.
ARE ELEMENTS OF POLITICS-MIX

Analysis
for PERFORM-Factors

$$|PERFORM| \in 7Ps + \sum Px,y$$

PURPOSE AND VALUES, EMPOWERMENT, RELATIONSHIP AND COMMUNICATION, FLEXIBILITY, OPTIMIZATIONS OF PRODUCTIVITY, RECOGNITION AND APPRECIATION, MORAL AND MOTIVATION
(P.E.R.F.O.R.M.-ANALYSIS)
ARE ELEMENTS OF POLITICS-MIX

Analysis
for PESTLE-Factors

$$|PEST| + |LE| \in 7Ps + \sum Px,y$$

POLITICAL DECISION-MAKING, ECONOMIC ECOSYSTEM, SOCIOCULTURAL VALUES, TECHNICITY + LEGAL OR LATENT LOOPHOLES, ENVIRONMENTAL CONSCIOUSNESS
(P.E.S.T.L.E.-ANALYSIS)
ARE ELEMENTS OF POLITICS-MIX

Enterprise (E) by 5 Forces by Porter	State (S) by 5 Forces by Jens T. Hinrichs

5F$_{(E)}$

BARGAINING POWER OF THE SUPPLIERS
(low presence of substitutes, high participation in the value chain, low risk of backward integration),
BARGAINING POWER OF CUSTOMERS
(institutional customer concentration, bulk goods/orders at low prices, high presence of substitutes, high risk of backward integration),
THREAT OF NEW COMPETITORS AND STARTUPS
(market entry/market exit barriers, Economies of scales, high gross yields are associated with high debts),
THREAT OF SUBSTITUTES OR PATENT TROLLS
(physical and immaterial competitors),
COMPETITIVE INTENSITY OF THE INDUSTRY OR BRANCH (driven by product innovation or fundamental changes of customer buying behavior, protectionism of key industries by nationalization of companies, common ownership, social engineering)

5F$_{(S)}$

FORTUNE MEANS YIELD GROWTH
(that keep sustainability and sovereignty in mind).
POLITICIANS DRIVEN BY FORTUNE
(make decisions that guarantee them political survival)
FAME GROWS OUT PRESTIGE
THAT CAN BE SEEN
(driven by knowledge and lobbyism that are hidden under the surface).
PEOPLES DRIVEN BY FAMOUS WORDS
(make choices that are approved to give politicians more audience, not to gain own attention for themselves).
FREEDOM MEANS THAT YIELD GROWTH
WEIGHS MORE THAN INDIVIDUAL FAILURE
(driven by less responsibility of the decision makers, but always depends on the misconduct of others or was dependent on other circumstances, e.g. Terrorism, Global Climate, Financial Crisis)

Household (H) by 5 Forces by Jens T. Hinrichs)	DNA-Features-Analysis (x,y) of Forces

5F$_{(H)}$

FORTUNE MEANS INVESTMENT IN PEOPLES AND THEIR FAMILIES AND FRATERNITY
(that helps to keep self-determination and self-realization to achieve a stable income).
PEOPLES DRIVEN BY FORTUNE WRESTED FROM A SUSTAINABLE ENVIRONMENT
(make decisions that guarantee them recognition and confirmation and a big standard of living)
FAME MEANS PARTICIPATION FROM FELLOWSHIP AND IDENTIFYING WITH FAME MONSTERS AND OTHER INFLUENCERS
(driven by status symbols, individual taste and fragile principles and rights). PEOPLES INFLUENCED BY ALGORITHMS FROM A COLLECTIVE THAT REPLACES INDIVIDUAL NEEDS
(make decisions that are designed to generate more personal data and business traffic for the benefit of others). FREEDOM NEEDS A HIGH DEGREE OF DEMOCRACY AND AN INTERNET WITHOUT FRONTIERS (shaken by a single person or a single event to touch many hearts or to set a whole crowd in motion, e.g. Edward Snowden, Cum-Ex-Files, Fridays for Future)

$\sum F \leq (D) \times [(N) - (A)]$

WHEREBY
$(Y) = YOURS => (D) \times [(N) - (A)]$
$\sum F = \sum 5F + (4Pm + \sum P_{x,y})$

WHEREBY
$4Pm + \sum P_{x,y} \in 4F \times 3F \times 2F$

AND
$WB = 4F \times 3F \times 2F$
World Balance (the fourth sector)

AND
$(Y)_X < (Y)_Y$
$(D) + I_{(Y)} < (D) \times [(N) - (A)]$
Approach to formation < Approach to use