

The Principles of Scientific Management

BY

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MECHANICAL ENGINEERS



Corporate Presentation

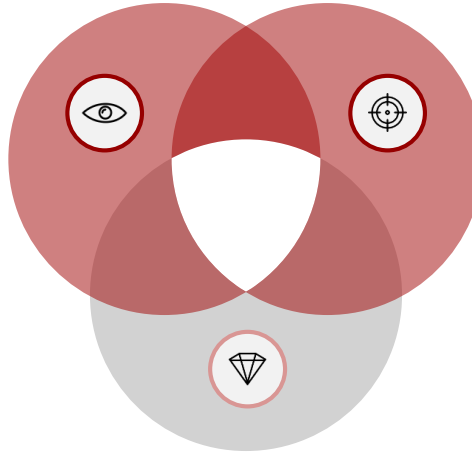
2018

OUR PURPOSE

WINNING is a management consulting Firm with a unique selling proposition: **we apply scientific knowledge to solve management challenges.**

Our vision

To help organizations connecting their dots, scientifically.



Our mission

To identify, produce and apply scientific knowledge towards our clients toughest management challenges.

Our values



We deliver results with **PASSION**



We improve **PERFORMANCE**



We create **PREDICTABILITY**



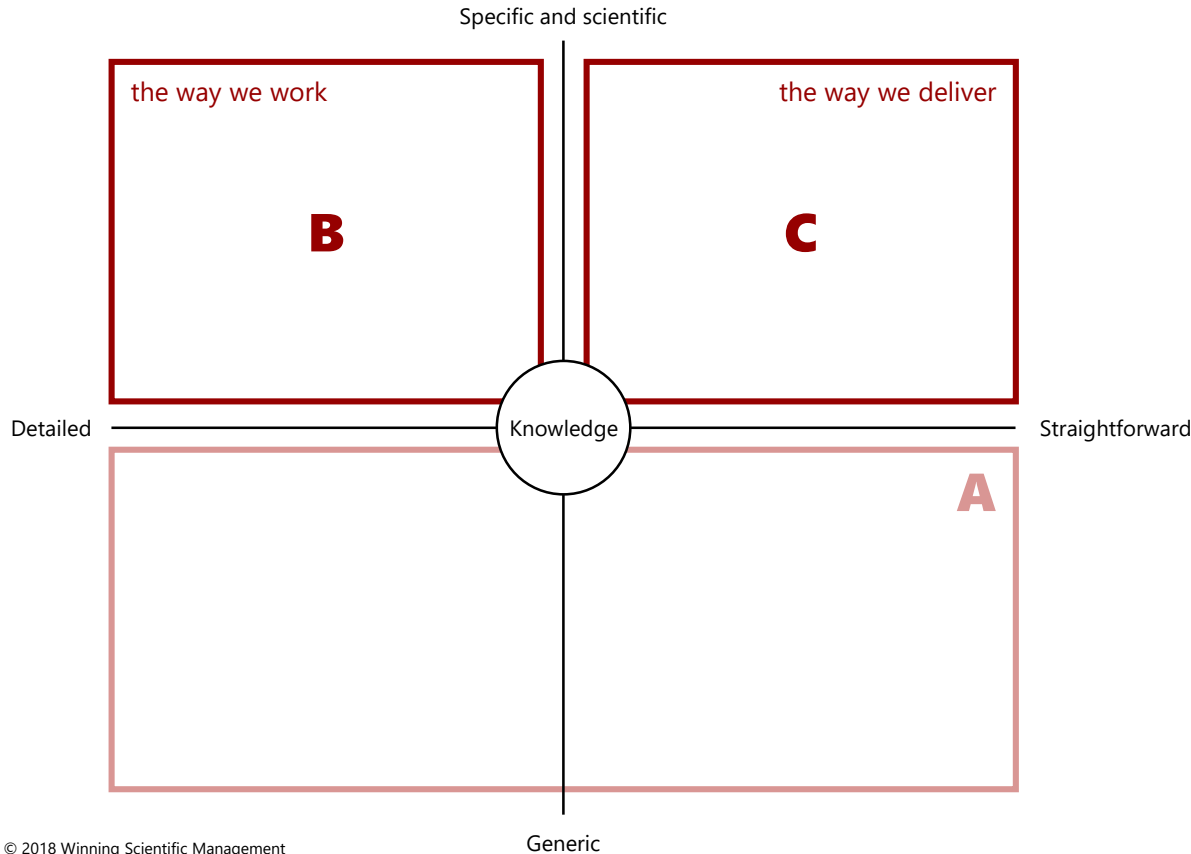
We encourage **PARTICIPATION**



We do it with **POSITIVE BELIEFS**

WHAT WE DO AND WHAT WE DON'T

We are driven by solving problems through scientific knowledge. We don't believe in buzzwords and generic solutions.



We do not...

... **(A)** apply generic solutions based on assumptions or buzzwords.



We do...

... **(B)** apply detailed analysis based on evidences in order to **(C)** give our clients simple, yet sophisticated, targeted solutions.

DID YOU EVER SAW AN EINSTEIN EQUATION TO EXPLAIN PROFESSIONAL SERVICES?

That's what connecting the dots mean, and we do it to show you how we work.

the way we work(!)

the way we deliver(!)

B

$$\begin{aligned}
 & W \left[\frac{\xi}{\alpha} \left(\frac{\partial f}{\partial t} - \beta^r \frac{\partial f}{\partial r} \right) + \frac{v}{\phi^2} \frac{\partial f}{\partial r} \right] - \frac{\varepsilon W^3}{r \alpha \phi^3} \frac{\partial f}{\partial \varepsilon} \\
 & \times \left\{ \beta^r \phi^3 \left(-\psi - r \mu \frac{\partial v_r}{\partial r} \right) + v_r^2 \phi \left[\beta^r \phi \left(2r \frac{\partial \phi}{\partial r} - \psi \phi \right) \right. \right. \\
 & \left. \left. + r \left(-\mu \frac{\partial \alpha}{\partial r} + \mu^2 \phi^2 \frac{\partial \beta^r}{\partial r} - \frac{\partial \phi^2}{\partial t} \right) \right] \right. \\
 & \left. + v_r^3 \left[r \mu \phi \left(-\mu \frac{\partial \alpha}{\partial r} + \frac{\partial \beta^r \phi^2}{\partial r} - \frac{\partial \phi^2}{\partial t} \right) - \psi \frac{\alpha}{\phi} \frac{\partial r \phi^2}{\partial r} \right] \right. \\
 & \left. + \phi \left[r \mu \left(\mu \alpha \frac{\partial v_r}{\partial r} + \frac{\partial \alpha}{\partial r} + \phi^2 \left(-\mu \frac{\partial \beta^r}{\partial r} + \frac{\partial v_r}{\partial t} \right) \right) \right. \right. \\
 & \left. \left. + r \frac{\partial \phi^2}{\partial t} - r \beta^r \frac{\partial \phi^2}{\partial r} \right] + v_r \alpha \left[\phi \left(\psi + r \mu \frac{\partial v_r}{\partial r} \right) \right. \right. \\
 & \left. \left. + 2r \psi \frac{\partial \phi}{\partial r} + \phi^2 \left(\mu \frac{\partial v_r}{\partial t} - \frac{\partial \beta^r}{\partial r} \right) + \frac{\partial \phi^2}{\partial t} \right] \right\} \\
 & + \frac{W^3 (1 - \mu^2)}{r \alpha \phi^3} \frac{\partial f}{\partial \mu} \left\{ \alpha \left[\phi \left(\frac{\xi}{W^2} - r v \frac{\partial v_r}{\partial r} \right) + 2r \frac{\xi}{W^2} \frac{\partial \phi}{\partial r} \right] \right. \\
 & \left. + \phi \left[\beta \phi^2 \left(r \xi \frac{\partial v_r}{\partial r} - \frac{v}{W^2} \right) - \frac{r}{W^2} \left(\xi \frac{\partial \alpha}{\partial r} - v \phi^2 \frac{\partial \beta^r}{\partial r} \right) \right. \right. \\
 & \left. \left. - r \xi \phi^2 \frac{\partial v_r}{\partial t} \right] \right\} = \mathfrak{E}[f],
 \end{aligned}$$

C

$$\mathbf{E=MC^2}$$

OUR SERVICES

We help our clients connecting the dots through different service lines.

Consulting

We identify, apply and generate scientific knowledge to solve our clients' toughest management challenges



Research

We develop scientific research regarding emerging management challenges both for (i) our thought leadership and (ii) to help our clients study their realities



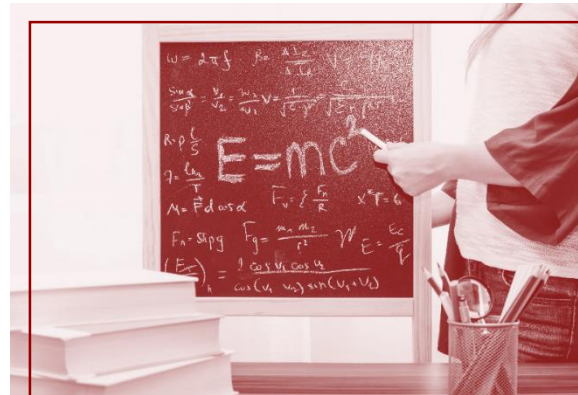
We help our clients extend their teams with certified and continuously learning professionals

Outsourcing



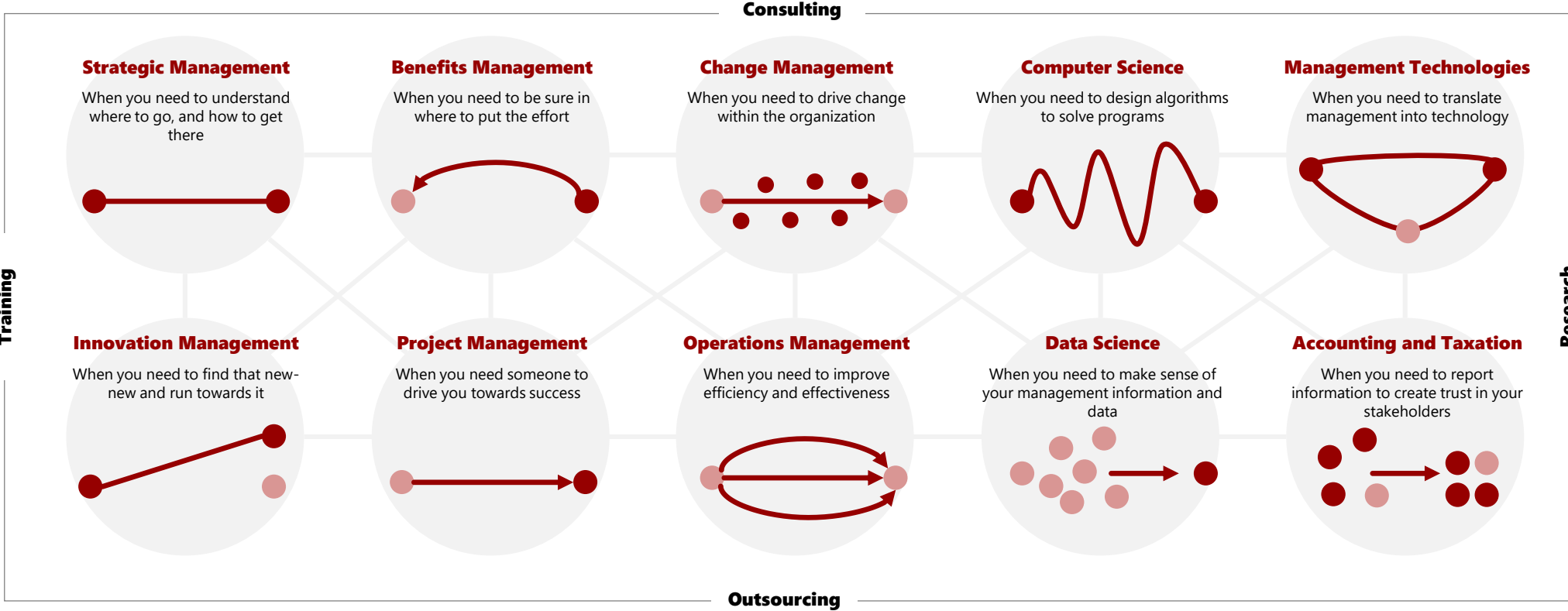
We gather the state of the art academic and scientific knowledge to increase our clients capabilities and competencies

Training



OUR CAPABILITIES

Each one of our service lines is distinctively and collaboratively served by a broad set of certified management competencies.



Why Winning?

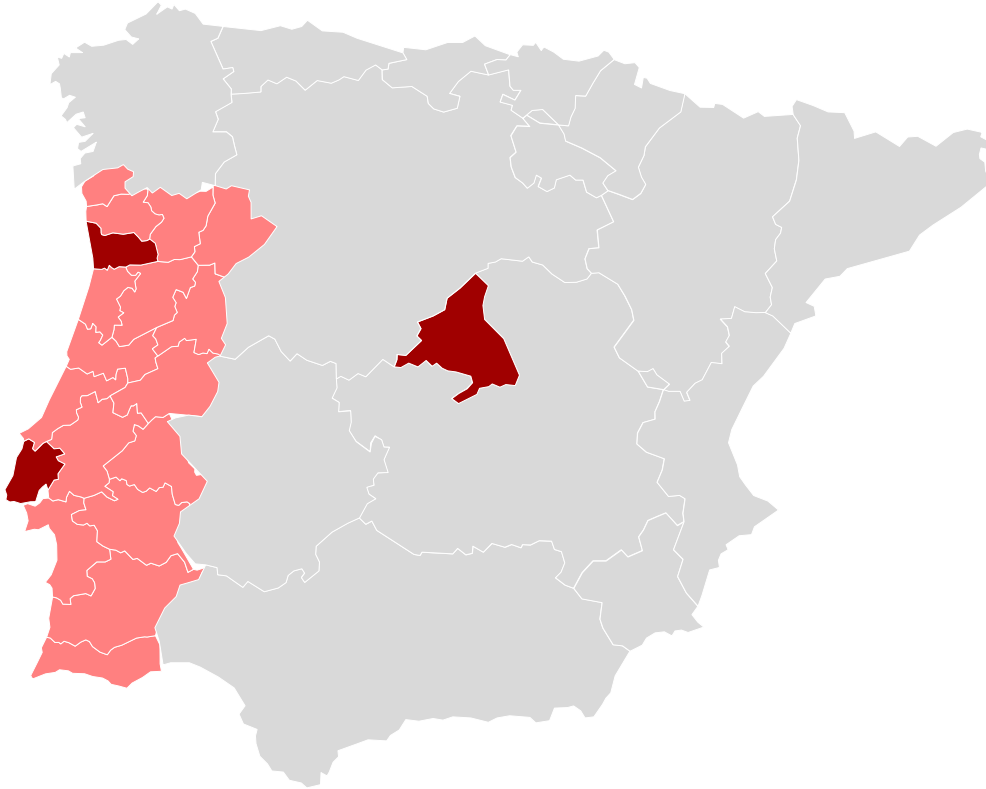


WHY WINNING?

Our expertise is strongly supported on standards, the best practices and procedures developed and accepted worldwide as the practice to follow and for which Winning is a certified and recognized organization.

STRATEGIC MANAGEMENT	QUALIFIED Association for Strategic Planning REGISTERED EDUCATIONAL PROVIDER™	BANCA	SAÚDE	SMART CITIES	RETALHO	ENERGIA			
INNOVATION MANAGEMENT	CERTIFIED TRAINING PROVIDER CIM Institute	{CFT} Certificate in Finance and Technology	Himss	WCCD	BRC Global Standards	AEE The Association of Energy Engineers			
BENEFITS MANAGEMENT	BUSINESS CASE INSTITUTE™ Strategic Management								
PROJECT MANAGEMENT	Project Management Institute								
CHANGE MANAGEMENT	IBA International Institute of Business Analysis™								
OPERATIONS MANAGEMENT	Management Consulting Institute								
DATA SCIENCE	DATASCIENCE ASSOCIATION								
COMPUTER SCIENCE	Microsoft Partner Cloud Project and Portfolio Management								
ACCOUNTING AND TAXATION	IFRS CNC Conselho de Normalização Contabilística								
INDÚSTRIA	SEGUROS						TURISMO	MOBILIDADE	TELCOS
ASQ AMERICAN SOCIETY FOR QUALITY™	INSURANCE PRACTITIONERS CHARTERED						tmi Tourism Management Institute	ITDP Institute for Transportation & Development Policy	TELECOMMUNICATIONS CERTIFICATION ORGANIZATION

WHERE CAN YOU FIND US?



LISBON

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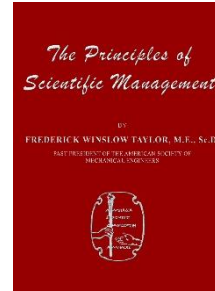
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Taylor, F. W. (1913). *The principles of scientific management*. Harper & Brothers. Classic management literature. The book can be accessed [here](#) (digital archive of the National Library).

About Winning

Winning Scientific Management was founded in 2012 and its founders adopted a principle developed by Frederick Winslow Taylor (1856-1915) which consists of applying the scientific method to engineering and management. The company is present in six geographies and is structured by competence centers: Strategic Management, Innovation Management, Benefits Management, Project Management, Change Management, Operations Management, Management Control, Accounting and Taxation, Computer Science and Data Science. For more information visit www.winning-consulting.com

Winning
scientific management