

CONVENIO

Entre el Comité de Investigaciones Tecnológicas de la Corporación de Fomento de la Producción, domiciliada en Santiago por una parte, y el profesor Stafford Beer, británico, domiciliado en Londres y de paso por Chile, por otra, se conviene el siguiente convenio:

- PRIMERO: El profesor Stafford Beer ha visitado Chile invitado por la Corporación de Fomento de la Producción. Durante esta visita ha contactado a altos ejecutivos del Gobierno y organismos técnicos a objeto de compenetrarse de los problemas inherentes a la gestión de empresas de nuestro país.
- SEGUNDO: La Corporación de Fomento de la Producción, en consideración a los altos méritos científicos del señor Beer y a su amplia experiencia en la materia, ha considerado conveniente aprovechar los resultados que se desprendan de estos contactos para encomendar al profesor Beer a través del Comité de Investigaciones Tecnológicas un Informe sobre: "Investigación de Técnicas de gestión; Modelos aplicables a organismos multidisciplinarios."
- TERCERO: Se conviene entre las partes un honorario de US\$ 5.000.= netos, a pagar al profesor Beer a través de las oficinas de CORFO en New York contra la presentación del Informe mencionado en el punto 2°.-

ULDARICIO ACOSTA URIBE.

Secretario Ejecutivo.


PROFESOR STAFFORD BEER.

Santiago, 12 de Noviembre de 1971,

29th July 1971

Dear Sener Flores

Thank you so much for your very exciting letter of the 13th July. When I was at Sigma, I always looked upon the Chilean Corporations who used our teams as the very best of our clients: the people we met were invariably sensitive and charming - but above all they really implemented the results of the work! You can imagine, then, that I have followed political developments in Chile fairly closely ever since. It seems to me that your country is now better placed than almost any other in the world to make the sort of advances in which I believe. Permit me to congratulate you personally on the central role you will be playing in all this.

You ask me about my most recent writings, and indeed these are immensely relevant (I hope) to your problem. First of all, there is a new book on the ~~effective~~ organisation of any viable system, which is based on a cybernetic model taken from neurophysiology. Although this book is called Brain of the Firm, it applies just as well to government. Indeed, I have used myself in a project for the Government of Canada. This book is now in page proof, and I hope it will come out within two or three months. I will send you the first copy I obtain.

Secondly, I have finished writing another book called Platform For Change. This is an attempt to say how cybernetics must go about the task of reforming society and its institutions. The book is very unusual, and is written on four different colours of paper - because it constitutes a system in itself. This is leading to difficulties in negotiations with publishers, as you would expect. So I do not know when this book will come out, and I am scratching my head as to how to get it to you. There are only ten copies in existence, and the manuscript is about six inches thick.....Supposing that I can get one of these manuscript copies back, do you think it might be possible to transmit it to you via your Embassy in London?

I really do have the most extraordinary feelings about this situation. If you had asked me five years ago to spend five years on a briefing report for a government that already understood cybernetics, these books could well be the result. I simply must ask you whether I could play some part, although I do not know what to suggest.

May I explain that I am now working alone as a free-lance consultant, and I operate mainly on a 'retainer' basis. It is not feasible for me to be out of this country for very protracted periods, but what I have done in similar circumstances is to work on a steady stream of papers being produced by foreign clients - keeping up a running commentary as it were. Believe me, I would surrender any of the retainer contracts I now have for the chance of working on this. That is because I believe your country is really going to do it.

I look greatly forward to your next observations, and send you my warmest good wishes

Yours sincerely

Stafford Beer

Senor Fernando Flores L
Corporacion de Fomento de la Produccion
Santiago
Chile