

# MANAGEMENT 301- EXAM 1 Study Guide 2014

## Chapter 1: What is Management

### Traditional Pyramid vs. Inverted Pyramid

Traditional Pyramid	Inverted Pyramid
CEO -> Reports to Board of Directors (for profit) or Trustees (non profit)	Customers/ Clients
Senior Managers	Operating Workers
Middle Managers	Team Leaders/Middle Managers
Front-Line Managers	Top Managers
Non Managerial Workers	CEO (Board of Directors/Board of Trustees)

**Inverted Pyramid:** Customers are on top with higher level managers supporting the employees who serve those customers

**Manager:** Person who supports and who is responsible for the work of others

#### Skills of a leader:

Develops  
Long range view  
Challenges status quo  
Innovates

Dudes  
Love  
Chipotle  
In PSU

Develops  
Long-range view  
Challenges Status Quo  
Innovates

#### Skills of a manager:

Maintains  
Relies on control  
Structure focus  
Short-range view

Men  
Rail  
Slutty  
Sloots

Maintains  
Relies of control  
Structure focus  
Short term view

#### Skills of a manager according to Robert Katz:

Conceptual skill  
Human Skill  
Technical Skill

T.  
H.  
C.

Technical Skill  
Human Skill  
Conceptual Skill

#### Career Issues for Managers: Leadership Competencies

-Globalization- Worldwide interdependence of resources; involves markets and business competition; the work world is being changed by recession, etc.

-job migration- global outsourcing: moving jobs to another country

# Management 301 11 Edition Case Study

**Christian G. Meyer**



**Management 301 11 Edition Case Study:**

## Unveiling the Energy of Verbal Artistry: An Psychological Sojourn through **Management 301 11 Edition Case Study**

In a global inundated with monitors and the cacophony of quick connection, the profound power and psychological resonance of verbal artistry frequently disappear into obscurity, eclipsed by the continuous assault of sound and distractions. Yet, set within the lyrical pages of **Management 301 11 Edition Case Study**, a fascinating perform of literary beauty that pulses with raw thoughts, lies an remarkable trip waiting to be embarked upon. Penned with a virtuoso wordsmith, that enchanting opus books viewers on an emotional odyssey, softly exposing the latent potential and profound impact stuck within the complex web of language. Within the heart-wrenching expanse of the evocative evaluation, we shall embark upon an introspective exploration of the book is main subjects, dissect its interesting writing style, and immerse ourselves in the indelible effect it leaves upon the depths of readers souls.

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