

LECTURE 1 – Management, managers, and managing

Explain management

Why Study Management?

- Provide direction
- Deepen focus in chosen specialisation
- Add prestige and increase competitiveness
- Assist in understanding relationships in organisations
- Helps with experience in placements and industry projects (PACE)
- Gives useful skills such as critical thinking, teamwork, and problem solving.

What is Management?

- The pursuit of organisational goals **EFFICIENTLY** and **EFFECTIVELY** by integrating the work of people through **planning, organising, leading and controlling** the organisation's resources.
- The act or art of managing: getting things done through people.

Efficiency versus effectiveness

- Many companies use a recorded telephone menu (called "IVR").
- These get customers help direct calls and minimise wasted time (for the company).
 - They are efficient.
- Customers prefer speaking to a person.
 - They are **NOT** effective

Functions of Management



Describe what managers do

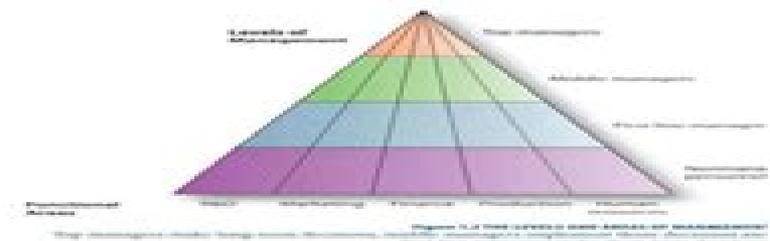
Who are managers?

- Occupational group that direct how the work is done and determine whether goals are met.

Differentiate levels and areas of management

1. Top managers - develop the organisation about the overall direction (objectives/policies).
2. Middle managers - implement and coordinate the activities for first-line managers.

- Line manager that leads a function; Responsible for product/service to the output of the company.



Managers for different types of organisations

- For-profit: making money
- Non-profit: for offering services
- Mutual benefit: for aiding members

IMPORTANT!

ALL managers manage same for different organisations.
- Even if tasks/focus differ, managers fundamentally complete functions regardless.

Understand different managerial roles

Dynamics of Managing

- Mintzberg's key findings that characterise the dynamic of "managing":
 - The unrelenting pace of managing
 - The brevity + variety of activities in context of the fragmentation + discontinuity of the job.
 - The favouring of informal and verbal forms of communication.

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topics provides a solid base for learning concepts Each of the five functions of management planning organizing staffing leading and controlling is presented in entirety providing comprehensive instruction to build on the other functions that follow This text allows students the opportunity to learn life long skills to become productive workers and contributing citizens in our society through several unique features including the Soft Skills for Management chapter by providing targeted information for leaders to learn how to interact with coworkers peers and employers The correlation of Principles of Management to the standards objectives and indicators for the Precision Exams Business Management exam and Business Leadership I exam prepares students to earn Career Skills TM Certificates upon completion of the course A Case Study in the unit opener presents a management situation that challenges students to answer thought provoking questions about real world situations These cases will help them understand the connection between management theory and application College and Career Readiness exercises address literacy skills to help prepare students for the real world Activities such as communication portfolio Internet research and math activities connect day to day learning with the workplace and the Writing a Management Report appendix delivers detailed information needed to create professional looking reports The content provides guidance to write management reports needed for business

Study Guide, Essentials of Management

Andrew J. DuBrin, Ilona Motesiff, 1990

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Kenneth E. Everard, Jim Burrow, 1984

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Business Principles and Management Bernard Abdil Shilt, Kenneth E. Everard, John M. Johns, South-Western Pub. Co, 1973

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