

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

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**Petzall Selvarajah, Stanley B.
Petzall, Christopher T. Selvarajah, Willis
Selvarajah, Quentin F. Willis**

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Resources in Education ,1982

Resources in Women's Educational Equity ,1979

Case Studies in Management

Akhilesh Chandra Pandey,2015-04-15 This book presents practical understanding of the management problems Broadly it is meant for the students who have basic training in management or commerce and also for those with little or no formal management background like MCA and Engineering For management professionals essential principles and concepts of management that are particularly relevant for understanding the problems of management are highlighted through issues for discussion Thus the book is of special value for undergraduate and postgraduate courses like BBA MBA MHRD MIB as well as for B Tech and MCA The case material is sufficiently broad in scope and rigorous in coverage to satisfy any undergraduate and postgraduate courses in the field of management Each case study provides a descriptive analysis of the critical problems faced by leading organisations Further more each case study is chosen to reflect and illustrate a specific problem Each case study contains one relatively successful and the other less so in dealing with one or more of the critical issues or problems All the case studies have been updated to reflect the latest available information of the corporate world Issues for discussion in each case are an attempt to explore the various facets of management principles involved for solving the problem

Cases in Strategic Management Alonzo J. Strickland,Arthur A. Thompson,John E. Gamble,2001 Strickland and Thompson Cases in Strategic Management is the softcover collection of cases component of this market leading strategic management package Over the years this author team has developed a network of case authors and is able to select from the cream of the crop And having taught the course themselves for many years they are very experienced in selecting the types of cases that will spark student interest and generate lively classroom discussions Many of the cases reflect high profile companies products and people that students will have heard of know about from personal experience or can easily identify with The case line up features a collection of dot com New Economy companies such as America Online WingspanBank com drkoop com Intel EBay CDNow Dell and Competition in the Electronic Brokerage industry Cases are further selected to highlight other critical types of business and trends such as non US companies globalization cross cultural situations relatively small entrepreneurial firms non profit organizations and more

Management Case Studies Dr. Ramesh R Kulkarni, Dr. Shrinivas R Patil, Rajashekhar R Navalagi, Rangappa K Yaraddi,2018-06-29 The dynamic and constantly changing business environment has made the management education field evolve to meet new expectations The case study methodology of teaching is a significant pedagogical instrument to impart management skills to students This book is on Management case studies and it teaches students essential skills like analytical thinking communication innovation the ability to transform theoretical knowledge into practically viable solutions and the simplification of complex concepts It covers the practical aspects of management concepts for undergraduate and postgraduate students of different universities This book covers all important management subjects that a UG PG student should master from how to solve a case study to different concepts of

General Management Marketing Management Financial Management and Human Resource Management This book is simple and easy to understand without any difficulties for any UG PG student of the management stream and we have done our best to bring accurate data to you **MANAGEMENT CASE STUDY - EPUB.** KAPLAN.,2021 *MANAGEMENT CASE STUDY - STUDY TEXT.* KAPLAN.,2023 **MANAGEMENT CASE STUDY - STUDY TEXT MOBI.** KAPLAN.,2021 *Management Case Studies* Ramesh R Kulkarni,Shrinivas R Patil,Rajashekhar R Navalagi,Rangappa K Yaraddi,2018-06-11 The dynamic and constantly changing business environment has made the management education field evolve to meet new expectations The case study methodology of teaching is a significant pedagogical instrument to impart management skills to students This book is on Management case studies and it teaches students essential skills like analytical thinking communication innovation the ability to transform theoretical knowledge into practically viable solutions and the simplification of complex concepts It covers the practical aspects of management concepts for undergraduate and postgraduate students of different universities This book covers all important management subjects that a UG PG student should master from how to solve a case study to different concepts of General Management Marketing Management Financial Management and Human Resource Management This book is simple and easy to understand without any difficulties for any UG PG student of the management stream and we have done our best to bring accurate data to you **Case Studies in Management** J. A. Kulkarni,Asha Pachpande,Sandeep Pachpande,2011 A collage of case studies for prospective managers that emphasizes on problem solving decision making and effective management Based on the conviction that effective practice requires both leadership and managerial experience this text provides a mix of problems that require administrative decisions as presented in 20 case studies In today s world practitioners should be able to identify problems correctly and then be able to effectively find solutions for those problems The cases in this book are designed to make readers think about common problems of practice by encouraging them to bridge theory and practice **Case Studies in Management** John Lewington,Harry Sinnett,Michael Sinnett,Pat Armstrong,1985 *MANAGEMENT CASE STUDY - STUDY TEXT EPUB.* KAPLAN.,2022 **Case Studies in Management** Sheila Ritchie,1988 **MANAGEMENT CASE STUDY.** KAPLAN.,2024 **Management Case Studies** Petzall Selvarajah,Stanley B. Petzall,Christopher T. Selvarajah,Willis Selvarajah,Quentin F. Willis,1991 *MANAGEMENT CASE STUDY - MOBI.* KAPLAN.,2021 **Case Studies in Management Subjects** ,1976 *Cases in Management and Leadership* John Sarros,Joseph C. Santora,1995 **A Case Study Compendium of Management Fundamentals, Practices and Philosophy** Tom R. Downs,1982 *Cases in Strategic Management* Dave Hill,Julia Hill,1993-01

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