

# 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

**J Ma**



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**Resources in Education** ,1995      **The New Complete Guide to Environmental Careers** Bill Sharp,Environmental Careers Organization,1993 Presents information needed to learn about the careers available in the environmental field

**Personnel and Human Resources Administration** Leon C. Megginson,1977 Settling into a 1940s Mexico town a young drifter becomes a dog fighter under the thumb of a corrupt entrepreneur and faces a difficult choice when he befriends an elderly poet and falls in love with an innocent woman      *California. Court of Appeal (2nd Appellate District).*

*Records and Briefs* California (State)., Received document entitled EXHIBITS TO PETITION FOR WRIT      **Marzuki V. AT&T Technologies, Inc** ,1987      Managing Technological Innovation Frederick Betz,1998 In this new volume Frederick Betz addresses industrial technology issues from two different perspectives management concepts and technical concepts distinguishes between the technology management needs of government and industry provides a contemporary overview of MOT from one of its original creators clarifies complex issues and helps the reader visualize future MOT problems and describes economic development in the historical context of scientific change      Case Management Resource Guide ,1997

**ABC Pol Sci** ,1979      **Martinez V. Local Lodge 851, District 55, International Association of Machinists,**  
**AFL-CIO** ,1984      Bulletin... University of Hawaii (Honolulu),1972      **University of Colorado Bulletin** ,1958      Summer Quarter University of Washington,1959      Cornell University Courses of Study Cornell University,2003      **Public Relations Writing** Kerry Tucker,Doris Derelian,Donna Rouner,1994 Introduces a public relations planning process which merges issue anticipation management with a behavioural approach to public relations A framework is offered to link the public relations plan and application of behavioural principles to writing and organizing public relations techniques

**Business Driven Technology** Stephen Haag,Paige Baltzan,Amy Phillips,2006 Takes a business first approach to improve students perception of the value of IS within the business discipline This perspective allows instructors to demonstrate how technology and systems support business performance and growth This work enables the instructor to adjust content according to their business or technical preferences      *Resources in Education* ,1995      **Educational Building Report** ,1973      *Industrial Arts Index* ,1923      *Environment Reporter* ,1988 Current developments a weekly review of pollution control and related environmental management problems Decisions later published in bound volumes Environment reporter Cases Monographs Federal laws Federal regulations State air laws State water laws State solid waste land use laws Mining      Research, Evaluation, and Demonstration Projects ,1986

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### **Table of Contents Management 301 11 Edition Case Study**

1. Understanding the eBook Management 301 11 Edition Case Study
  - The Rise of Digital Reading Management 301 11 Edition Case Study
  - Advantages of eBooks Over Traditional Books
2. Identifying Management 301 11 Edition Case Study
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Management 301 11 Edition Case Study
  - User-Friendly Interface
4. Exploring eBook Recommendations from Management 301 11 Edition Case Study
  - Personalized Recommendations
  - Management 301 11 Edition Case Study User Reviews and Ratings
  - Management 301 11 Edition Case Study and Bestseller Lists

5. Accessing Management 301 11 Edition Case Study Free and Paid eBooks
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  - Management 301 11 Edition Case Study eBook Subscription Services
  - Management 301 11 Edition Case Study Budget-Friendly Options
6. Navigating Management 301 11 Edition Case Study eBook Formats
  - ePub, PDF, MOBI, and More
  - Management 301 11 Edition Case Study Compatibility with Devices
  - Management 301 11 Edition Case Study Enhanced eBook Features
7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Management 301 11 Edition Case Study
  - Highlighting and Note-Taking Management 301 11 Edition Case Study
  - Interactive Elements Management 301 11 Edition Case Study
8. Staying Engaged with Management 301 11 Edition Case Study
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Management 301 11 Edition Case Study
9. Balancing eBooks and Physical Books Management 301 11 Edition Case Study
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Management 301 11 Edition Case Study
10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Management 301 11 Edition Case Study
  - Setting Reading Goals Management 301 11 Edition Case Study
  - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Management 301 11 Edition Case Study
  - Fact-Checking eBook Content of Management 301 11 Edition Case Study
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning

- Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
- Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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