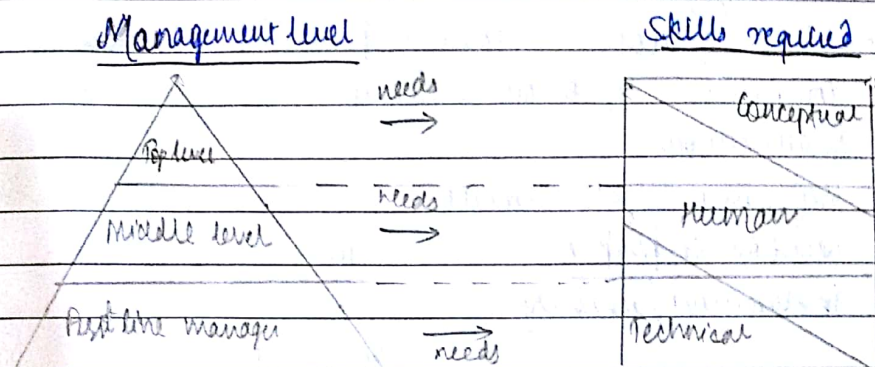


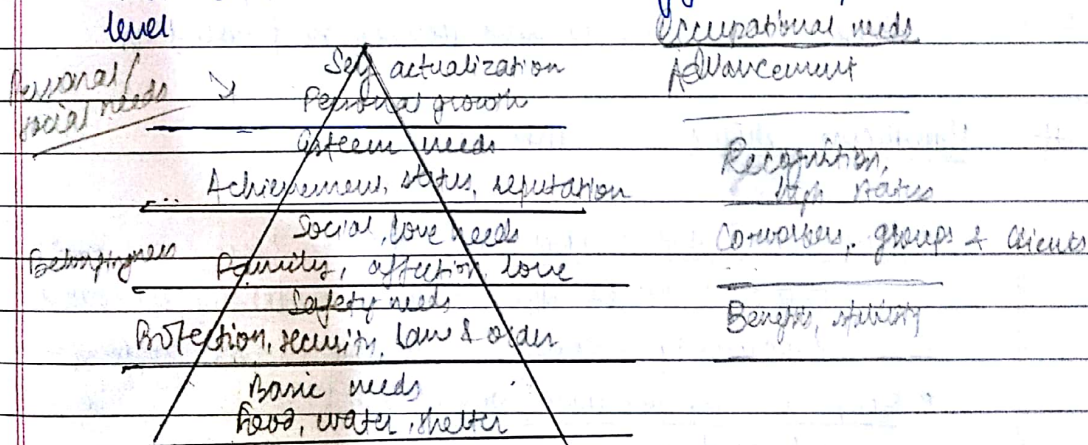
Managerial skills

- Technical skills
- Human skills - ability to cooperate & communicate.
- Conceptual skills - ability to analyze complex situations.
- idea generation & analytical skills



Maslow's theory of Human's needs

- Each one of us is motivated by needs
- It states that we need to satisfy needs from the bottom-most level



Significance of management

- Accomplishment of organisational goals and group objectives
- Optimal utilization of resources
- Stability
- Max^m of profit and growth
- Increasing productivity efficiency
- Creativity, innovation
- Job satisfaction

- Generation of employment and corporate social responsibility
- Economic growth and development
- Act as a change catalyst.

Theory by Max Weber - ~~Gen~~ Bureaucracy

- Hierarchy - authority
- Division of labor - separation of roles/specialization
- Consistency - no one is special
- Qualification
- Professional-private separation
- Devotion to purpose
- Advancement/seniority

Classical vs Humanistic approach

- Classical theories emphasized coercion, control and punishment (focus of tasks/production).
- Humanistic theories emphasize the concerns of individual worker in an environment focused on production.

Lecture 4
AND
8/10/18 #

Hawthorne studies