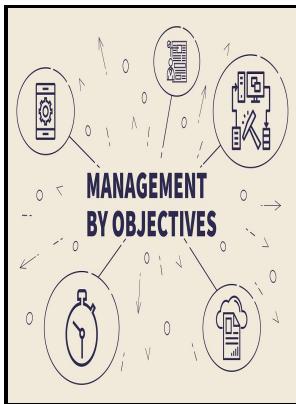


Introduction to Management by Objectives.

Further Education Staff College - MCQs



Description: -

-introduction to Management by Objectives.

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Coombe Lodge working paper introduction to Management by Objectives.

Notes: Previous ed., 1979.

This edition was published in 1982



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Management by objectives

When this process is complete, there will exist a meeting of minds of each superior and his sub-ordinates as to what is to be accomplished and why it is to be accomplished. Yet, if one looks through most management books for a definition of management, 99.

Competency Management

Managers are inclined to set goals for a year or less and their thrust is to give undue importance to short term goals at the cost of long term goals. During the operational phase of the MBO programmes the subordinate meets regularly with the superior to discuss progress towards the goals. There accountability has been fixed to perform and they are answerable to the management.

4 Functions of Management Process: Planning, Organizing, Leading, Controlling

Now, it has become a philosophy of managing in many enterprises and it has come to be recognised as the most dynamic and exciting thinking in the area of management. The objective behind these positions is to have a first level of control on the sales representatives. Objectives should be leading the organization towards a change as the environment is transforming.

Reporting to management

He is responsible for the agreed targets. Selection of Appropriate People: To carry-out the various types of jobs in the organisation manpower is needed.

What is Management by Objectives (MBO) and its Process

In many cases there is displacement of goals. Ensuring the enhancement of communication at all levels of the organization 7.
ADVERTISEMENTS: Additionally, the successful sales manager must be a good organizer.

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