

MANAGEMENT: FINAL EXAM

Question 1: Relationship between management levels and management skills.

Manager need three critical skills in managing: **technical, human & conceptual.**

- **Technical skills** are the job – specific knowledge & techniques needed to proficiently perform work tasks.

These skills tend to be more important for *first – line managers* because they typically are managing employees who use tools & techniques to produce the organization's products or service to first-line manager.

- **Human skills:** Involve the ability to work well with other people both individually & in a group. *All managers* deal with people, these skills are *equally* important to *all levels* of management.
- **Conceptual skills** are the skills managers use to think & to conceptualize about abstract and complex situations.

These skills are most important to top manager because of using these skills managers *see the organization as a whole*, understand the relationships among various subunits and visualize how to get organization fits into its broader environment.

[144 words]

Question 2: Influence of strong culture on organization and managers.

Strong cultures - those in which the key values are **deeply held** and **widely shared** - have a greater influence on employees than do weaker cultures.

❖ **On managers:**

- The stronger a culture becomes, the more it affects the way managers **plan, organize, lead, and control.**
- A strong culture constrains a manager's decision-making options in all managerial functions

❖ **On organization:**

- Creates a stronger employee commitment to the organization
- Aids in recruitment and socialization of new employees
- Fosters higher organizational performance by instilling and promoting employees initiative

For one thing, in organizations with strong cultures, *employees are more loyal* than are employees in organizations with weak cultures. Research also suggests that strong cultures are associated with *high organizational performance*. And it's easy to understand why. After all, *if values are clear and widely accepted*, employees know what they're supposed to do and what's expected of them, so they *can act quickly to take care of problems*.

Drawback: Strong culture also might *prevent employees trying new approaches* especially when conditions are changing rapidly.

[171 words]

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**Marquis Who's Who, Marquis Who's
Who Staff**



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