### **LECTURE #4**

## **Climbers**

- 1. They are extremely ambitious people about their careers
- 2. They are ready to sacrifice everything to reach top of the leadership
- 3. They take care of those people reporting to them and specially those who help climbers in their careers growth

# **Supporters**

- 1. They are usually experienced managers
- 2. They maintain balance between subordinate and themselves
- 3. They are good at delegation of responsibilities
- 4. People willing work under them
- 5. These people sometimes lack in personal technical knowledge
- 6. However they overcome this short coming due to good support from their team members

### Nice guys

- 1. They are weak willed people
- 2. They are more interested in being liked by seniors and subordinates
- 3. They avoid criticizing anyone
- 4. Productivity level under these people are generally low

#### **BOSSES**

- 1. They generally behave in aggressive manner
- 2. They are extremely inflexible
- 3. They generally pressurized people under them to work but themselves do not effort
- 4. For short times they show good result but in longer run they cause more damage than good

#### **MANAGEMENT TASKS**

#### 1.Planning

To define goals and objectives of an organization

To define divisional goals (in the light of organizational goal)

To define departmental goals (In the light of divisional goals)

To define individual goals (in the light of departmental goals)

To define implementations steps (methods planning and strategies)

To define road maps for implementation of these steps

To define performance standard (if required these standard need to be tailored)

To identify the need for a change ( what are those ranges of performance level beyond which change is imminent)

To identify how to manage that change

Also identify the designation who will manage these changes

Foresee the changes rather than reacting to the change

To adopt the proactive approach rather than re active approach