

Common borders. Common solutions.



Joint Operational Programme Black Sea Basin 2014-2020 finances
projects that aim to improve the welfare of the people in the Black Sea Basin.
For further information, please visit www.blacksea-cbc.net

Promoting Tea as the Engine of Growth
for the Black Sea Basin Area

BUSINESS MANAGEMENT

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Management General Definition

Is a set of coordinated and applied tasks and processes in the organization.

Management

Main functions of a Manager

- ❖ CREATE THE APPROPRIATE ENVIRONMENT,
- ❖ HAVE A STRATEGIC APPROACH,
- ❖ ABILITY TO MAKE DECISIONS...

Management the main role of the manager (Abilities)

- ▶ Leader,
- ▶ Evaluator (long-range, situational),
- ▶ Planner (long-term, short-term),
- ▶ Presenter (persuasive),
- ▶ Distributor (infective),
- ▶ Initiator (innovator),
- ▶ Crisis Manager,
- ▶ Proper allocation of resources,
- ▶ Participative,

▶ ...

Management main characteristics of the manager

- ▶ Manager (Processes, Team),
- ▶ Researcher,
- ▶ Analyzer,
- ▶ Strategic Thinking,
- ▶ Ready To Take Risks,
- ▶ Executive...

Management current stages

1. Evaluation

4. Implementation

2. Decision making

5. Monitoring

3. Planning

6. Improvement

Management Linear model

- The activities of each division are coordinated by a manager who has authority.
- The sole management model of direct subordinates is implemented.

Management Functional model

- The organization is divided into separate levels.
 - Each of the levels has clear tasks and responsibilities:
 - It is customary to classify levels by specialization:

Management Combined model

- ❑ The formation of functional subsystems.
- ❑ The separation of subsystem as a unit.
- ❑ Managing units by managers.

Remember that

- ❖ In the course of the activity, "logical groups" can be formed.
- ❖ Mostly grouped by type of work performed.
- ❖ Units are being formed as a result.

Leadership

- ▶ To achieve long-term goals derived from the public interest, to influence people :

Leadership types

- ▶ Personality(leaders are not born, but become)
- ▶ Behavioral(the advantage of managerial skill)
- ▶ Coincidence or strong effect(participation, achievement)
- ▶ Situational or proactive(charisma, decisive)

MANAGEMENT

THANK YOU

