



UNIVERSITY OF NICOSIA
ΠΑΝΕΠΙΣΤΗΜΙΟ ΛΕΥΚΩΣΙΑΣ

Management and Managers

Harry Kogetsidis
School of Business

Lecture's topics

- What is management?
- What do managers do?

One definition of management

The process of getting things done **effectively** and **efficiently**, through and with other people.

Effectiveness and Efficiency

Effectiveness →

Efficiency →

Another definition of management

The activity of using resources in an **effective** and **efficient** way so that the end product is worth more than the initial resources.

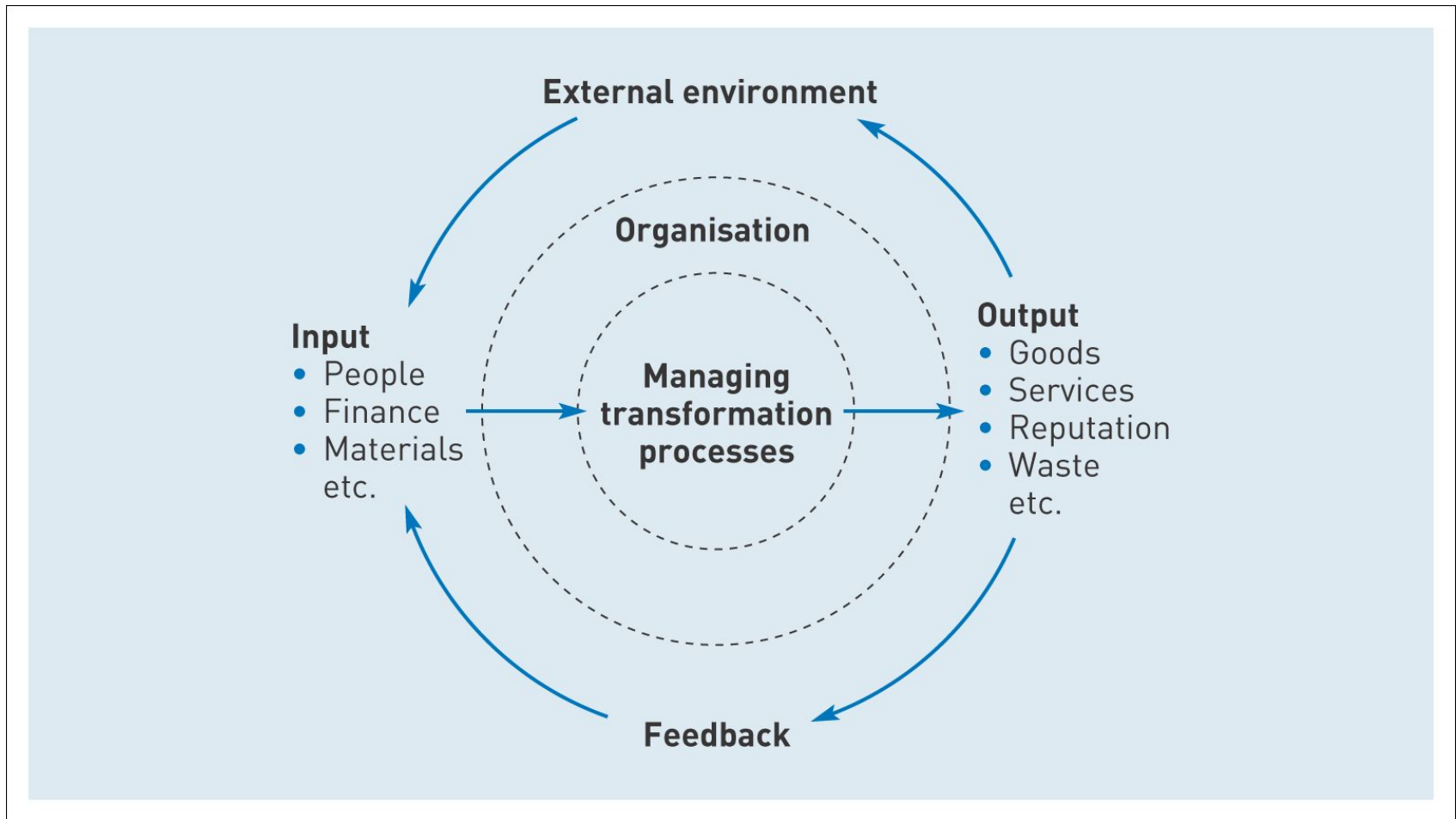


adding value to resources

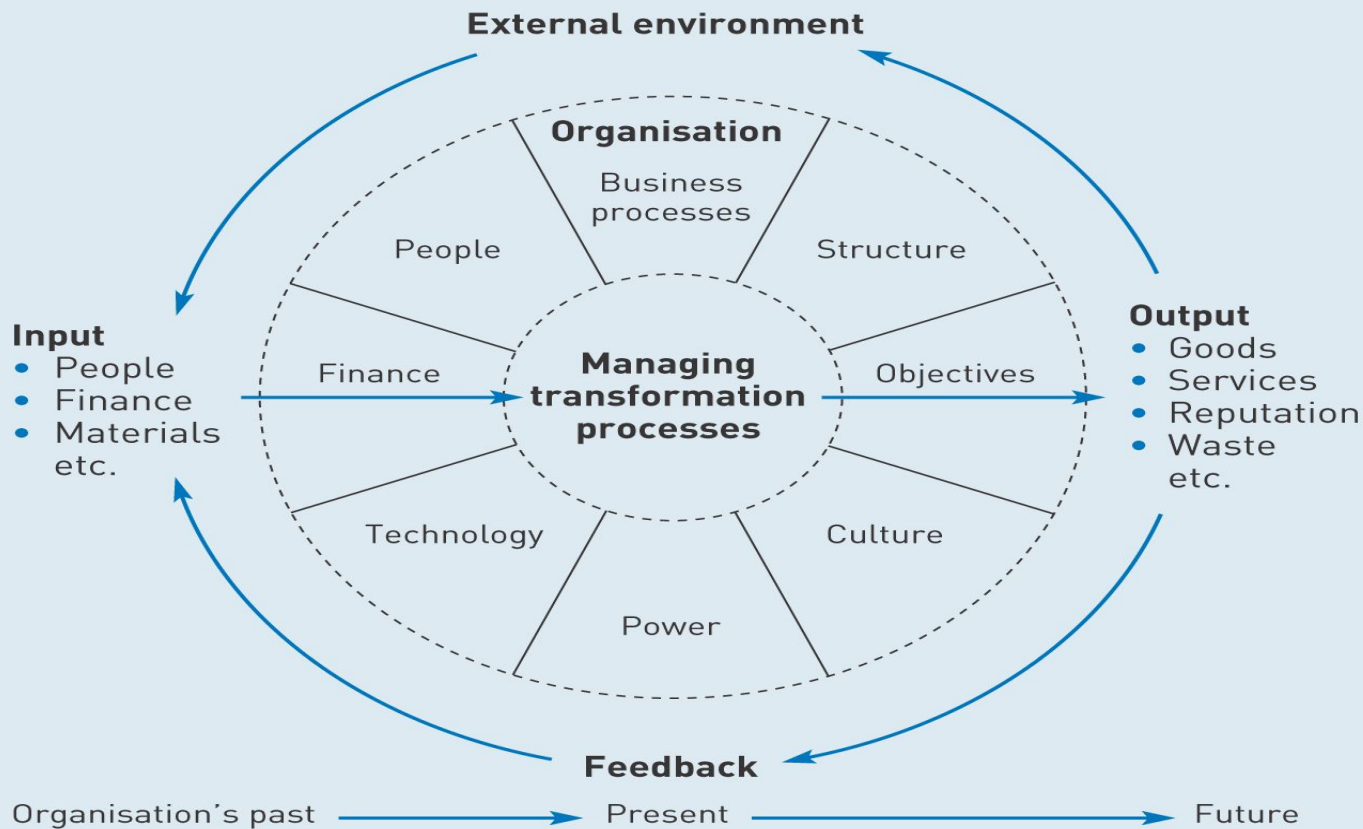
Adding value to resources

Value is added to resources when they are transformed into goods or services that are worth more than their original cost plus the cost of transformation.

The Management Process (level 1)



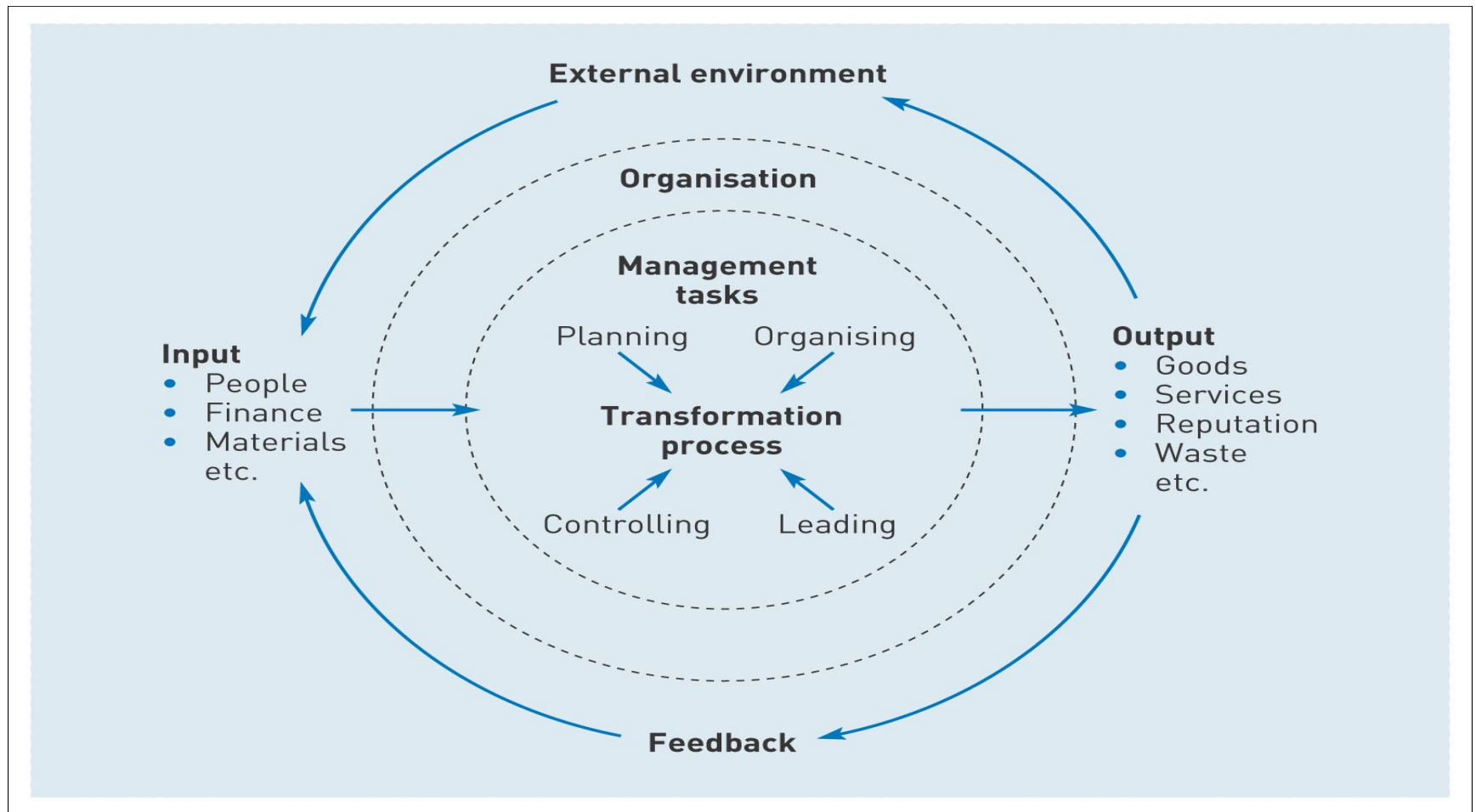
The Management Process (level 2)



The Basic Management Functions

- Planning
- Organising
- Leading
- Controlling

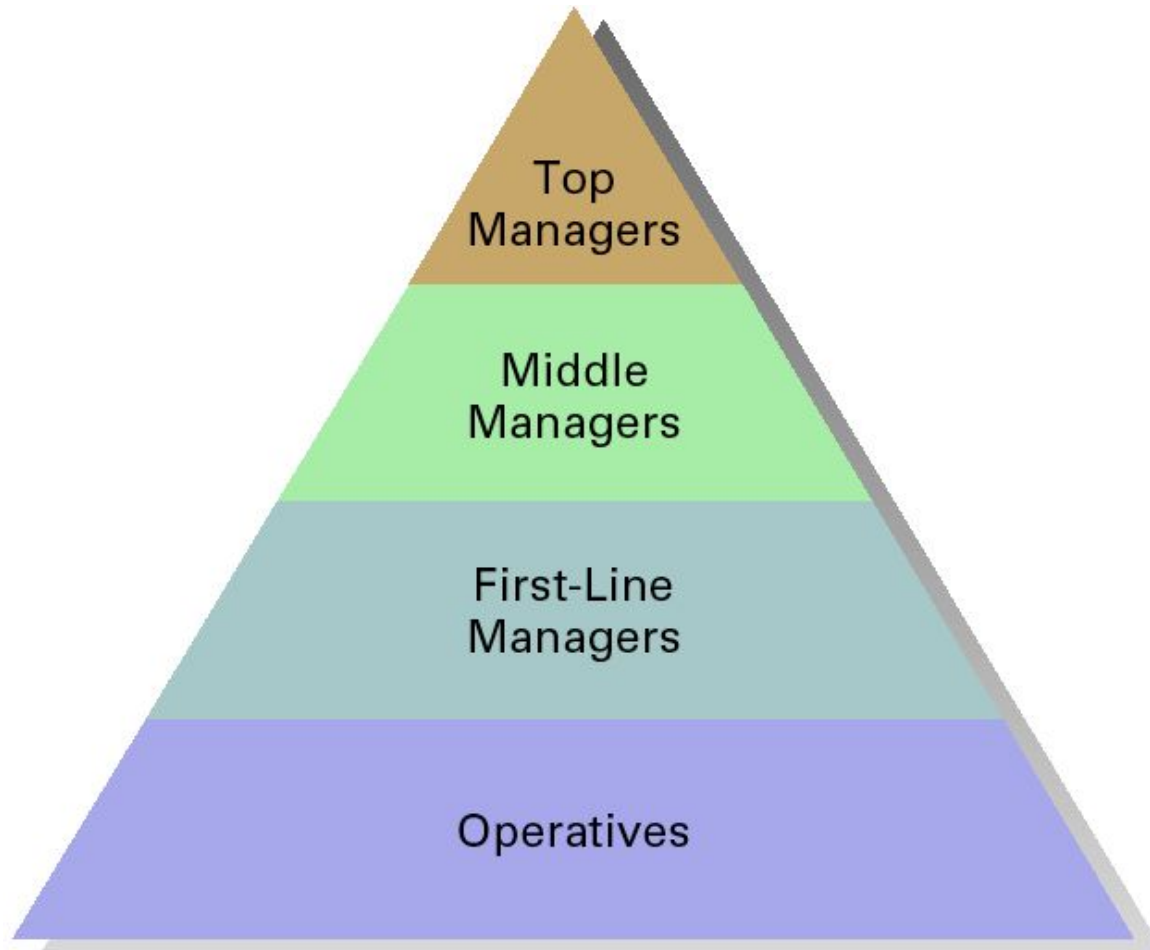
The Management Process (level 3)



What do managers do?

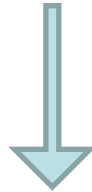
- Managers plan, organise, lead and control.
- Managers make decisions.

Managerial positions



Management as a human activity

Management is both a distinct occupation and a **universal human activity**.



Management as a **universal human activity** occurs whenever people take responsibility for an activity and consciously try to shape its progress and outcome.

Group Work

In small groups discuss the main challenges that organisations face in today's competitive and turbulent business environment.