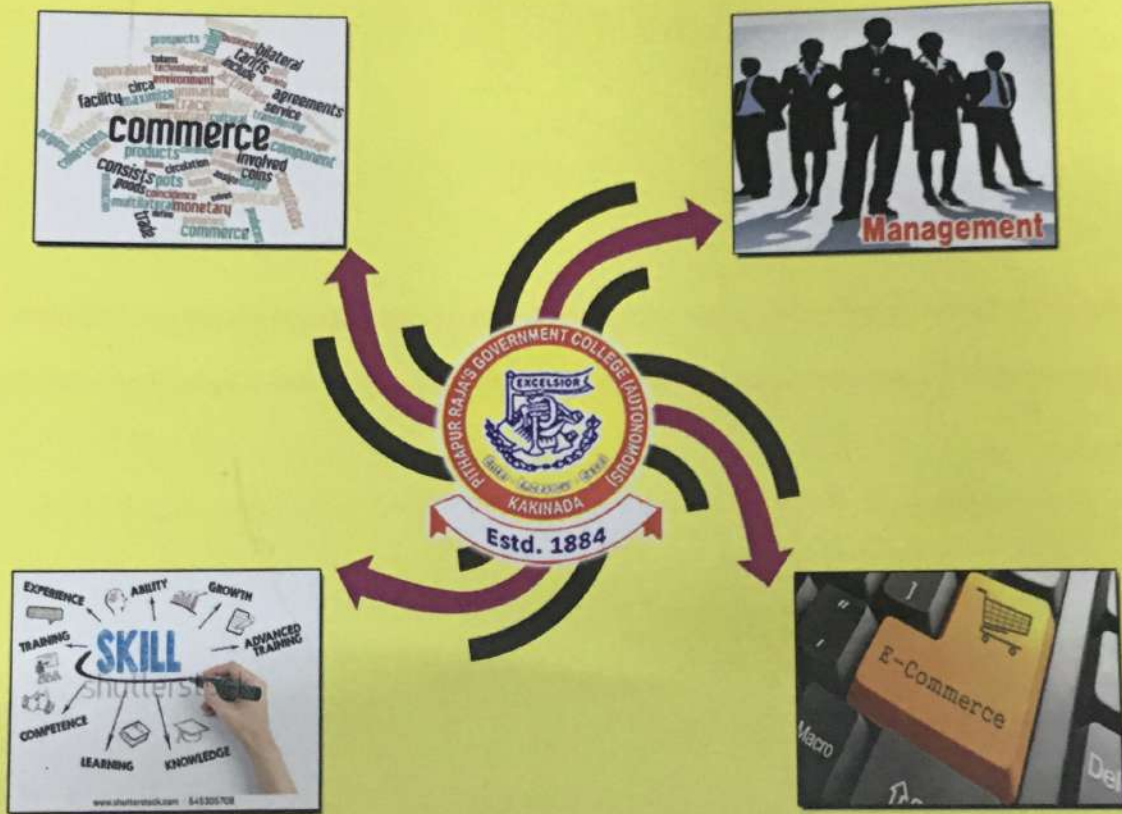


RECENT INNOVATIONS IN COMMERCE, MANAGEMENT, SKILL DEVELOPMENT & E-COMMERCE (CMSDE)



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FOUR TIER MANAGEMENT PYRAMID WITH REFERENCE TO MIDDLE MANAGEMENT IN INDUSTRY

Prof. BADIUDDIN AHMED, MBA, M.Com., M.Phil., NET, (P.hD), Dean, School of commerce & Business management, Head, Dept. Of Commerce, MANUU, Hyderabad, T.S.

MOHD TAHERULLAH, Research Scholar, Rayalaseema University, Kurnool, A.P.,

INTRODUCTION:

Managers can come in many forms and serve a variety of functions. The roles and responsibilities of what a manager do can differ from organization to organization, but they are typically categorized into three levels: top-level management, middle-level management, and lower-level management.

As organizations have flattened and now run lean, middle managers play an increasingly important role. They are charged with seeing that an organization's vision and strategy are executed. ... This has led to an accelerated need to develop the leadership skills of middle managers. Organizations are responding.

NEED FOR THE STUDY

- To understand the conflict between the decision maker and decision implementer.
- To study the hierarchy of Levels of Management with its importance in any Organization.

OBJECTIVES OF THE STUDY

- To present the importance of Management hierarchy, with the importance of Middle level Management.
- To Study the flow of Work in and around the difference levels of management.

LEVELS OF MANAGERS:

Top-level managers, comprises of the board of directors, president, vice-president, and CEO are all examples of top-level managers. These managers are responsible for controlling and overseeing the entire organization. They develop goals, strategic plans, company policies, and make decisions on the direction of the business.

Middle managers, "have a tough job." They are managing a finite set of resources, they don't have control over everyone's actions, they can frustrate people around them who are not interested in changing direction when necessary, and they must go in a direction – even if it's an unpopular one — that ensures the project's success. Finally, the project has to fit in with the goals of the company. "It's always easy to think about the worst manager you have had, the ones you see in the Dilbert cartoons," Mollick says. "But it's important to recognize the vital role these middle managers play in making sure that information flows and that