



SNS COLLEGE OF ENGINEERING

Kurumbapalayam (Po), Coimbatore - 641 107

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DEPARTMENT OF MANAGEMENT STUDIES

COURSE NAME : 19BA101- MANAGEMENT AND ORGANISATIONAL BEHAVIOUR

I YEAR /I SEMESTER

Unit 1- INTRODUCTION TO MANAGEMENT PRINCIPLES

Topic - Levels of Management

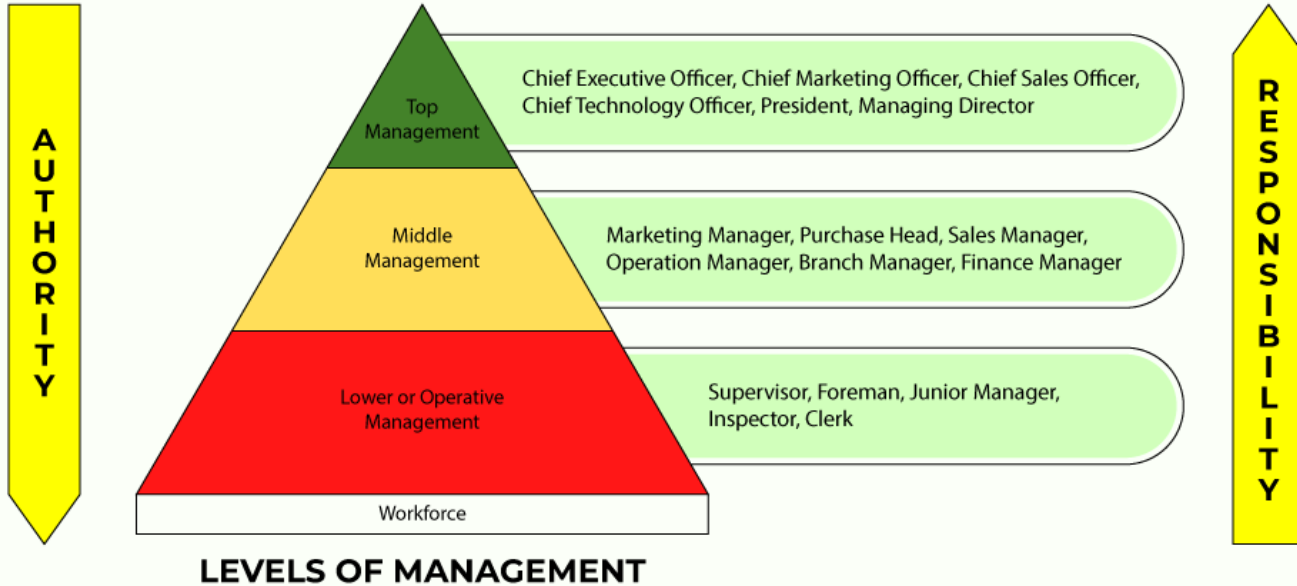


LEVELS OF MANAGEMENT

- ◀ The chain of superior-subordinate relationships is known as the **Levels of Management.**
- ◀ The three levels of management are
 - ◀ Top Level Management
 - ◀ Middle-Level Management and
 - ◀ Operational Level Management.



LEVELS OF MANAGEMENT





LEVELS OF MANAGEMENT

- ◀ The senior most executives of the organization are found at the **top level of management**.
- ◀ The top level of an organization's management consists of the Board of Directors, Managing Director, Chairman, Chief Executive Officer, Chief Operating Officer, Vice-President, President, General Manager, and other Senior Executives.
- ◀ The managers at the top level of management of an organization are responsible for its survival and welfare.
- ◀ These managers perform stressful and complex work that demands long hours and commitment towards the company.



FUNCTIONS OF TOP LEVEL MANAGEMENT



- ◀ Determination of the objectives for the organization
- ◀ Functions of the Top Level Management
- ◀ Framing of plans and policies
- ◀ Coordination and control of the performance
- ◀ Analysis of the business environment
- ◀ Setting up an organizational framework
- ◀ Assembling of the resources



MIDDLE LEVEL MANAGEMENT

- ▶ Middle Level, which serves as a link between the Top Level Management and the Lower Level Management.
- ▶ The **middle level management** is superior to the lower or operational level management and subordinate to the top level management.
- ▶ The middle level of an organization's management consists of different functional department heads, such as Departmental Managers including Production, Purchase, Finance, Personnel, Marketing Managers etc.
- ▶ The employees or members of the middle level management are responsible to the top level management for their performance.



Functions of the Middle Level Management

- Interpretation of the policies framed by the Top Level Management
- Selection of suitable operative and supervisory personnel
- Assigning of duties and responsibilities to the Lower Level
- Motivating employees to get desired objectives
- Cooperating with the entire organization



LOWER LEVEL OF MANAGEMENT

- ◀ The lower level management and is also known as the **Supervisory or Operational Level Management**.
- ◀ The managers at the lower level of management play a crucial role in the proper management of an organization, as they directly interact with the actual work force and interpret the instructions of the middle level managers to them.
- ◀ Lower level management consists of foremen, supervisors, section officers, superintendents, and other managers who have direct control over the operative employees of the organization.



FUNCTIONS OF THE LOWER LEVEL MANAGEMENT

- ◀ Issuing of orders and instructions
- ◀ Preparation of plan for activities
- ◀ Assigning and assisting in work
- ◀ Representing workers' grievances
- ◀ Ensuring a safe and proper work environment
- ◀ Helping the middle level management
- ◀ Encourage initiative of employees



THANK YOU