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Developing your management style

By **Anthony Harrison**

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One thing a lot of us don't do in sales is take time out to analyse things.

How are we doing it?
Why are we doing it?
Can we do it better?

Taking time out to assess your management style is one of the most fundamental tasks a person can do. We are not just talking about managing others here either, it can also be how you manage yourself.

One thing we should all do (at least once a week) is take time out to analyse your performance and management style.
Ask yourself;

How effective are you as a manager today?

Have you identified specific areas where improvements in your management style can be achieved.

When you have been managed in the past there may well have been occasions when you were not managed effectively. This may have led to a drop in self confidence or reduced motivation to complete certain tasks.

In extreme cases this can lead to requests for a transfer or even resignation. The cost of managing with an ineffective style can be high from a personal as well as a company point of view.

So, the next time you organise your diary appointments, make sure there is a window in there which says

"Thinking time – what can I do better"

Anthony Harrison is a salesman. He is Head of Sales for the UK division of a US investment bank. He also lectures on sales development and management theory. To find out more visit him at <http://www.managing2success.com>.

Computers answer PM "what if" questions?

By S. Maurer

Computers answer PM "what if" questions?

Project Management is now an essential part of all jobs.

The idea that complex plans could be analysed by a computer to allow someone to control a Project Management is the basis of much of the development in technology that now allow projects of any size and complexity not only to be planned but also modelled to answer "what if?" questions.

For quite some time, Project Management PM software tools have helped schedule and manage the time, materials, equipment, and labor to complete a project efficiently, on time, and within budget.

Succeeding in any Project Management requires that you complete it on time, within budget and that it meets its objectives.

Easily understood in practice but everyone can recollect a Project Management that has been completed late or run over budget.

Good Project Management planning matches the work with the interests and capability of the specific people on your project.

Even the beginner project Director/Manager understands that competence matters when we ask people to do a task.

Interests might matter more.

In business/services/manufacturing Project Management is an art, a skill, and a demanding full-time job.

Developing your management style

Project Managers are key employees in such manufactures as construction, engineering, architecture, manufacturing, and real estate development, but many opportunities for PMs exist outside these areas.

In high tech, for example, or biotech or pharmaceuticals, project Managers are responsible for launching new products, developing new technologies, and managing alliance programs with strategic partners.

In defining a Project Management [also called defining the "scope" of the project], you are setting parameters – building the box to hold the project plan.

The plan is the detail of how the Project Management will be accomplished.

The Project Management definition tells you what is inside and what is outside the box.

It sets limits on the Project Management.

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By S. Maurer

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<http://mba-open-university.net>

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