



**Subdivision Smila Engineering Professional College National
University of Food Technologies**

**Project
“My profession is the best”**

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Management is the process of planning, organizing, motivating, and controlling an organization in order to achieve coordination of human, financial, natural, and technological resources necessary for the effective performance of tasks.

Duties of a manager

Duties of managers include:

- development and survival of the organization, preservation of its market niche and focus on expanding the sphere of influence;
- achieving set results, ensuring a certain level of profit;
- creation of conditions necessary for the stable existence of the organization;
 - overcoming risks and forecasting risky situations for the company;
 - control of the effectiveness of the organization.
 - forecasting the level of demand and supply.
 - drawing up business documentation,
 - reduction of material costs;
 - control over the competitiveness of services or products;
 - provision of schedules, final reports.

Management levels

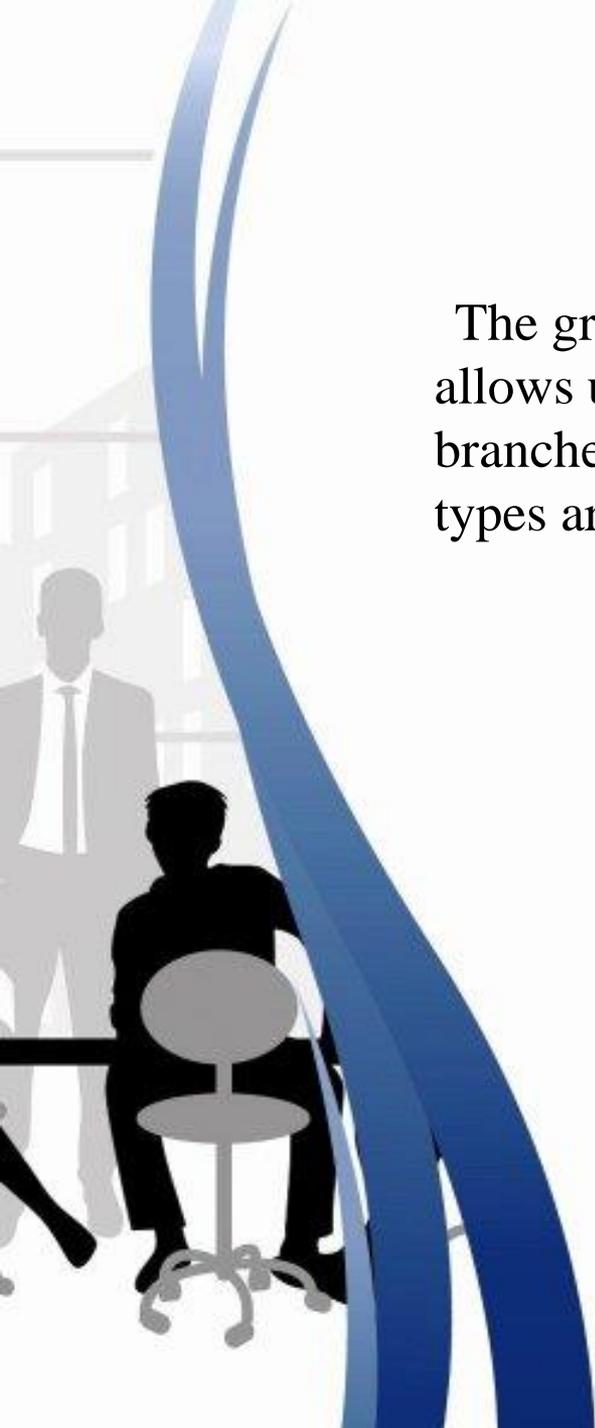
The job hierarchy divides industry representatives into the following layers:

- Lower. The work of the former includes not only planning or control, but also direct participation in the work of the unit, performing executive functions.
 - Average. Mid-level specialists organize and monitor the work of the financial and advertising departments.
 - Higher. The top management of the company includes senior managers. This is primarily the chairman of the board of directors, financial, commercial, executive director. They carry out the work of the manager of the organization, make final decisions.

Diversity in the industry

The great complexity and diversity of managerial work allows us to single out only about 80 types of management branches. Depending on the functional affiliation, the main types are distinguished:

- financial management;
- personal management;
- production management;
- strategic management;
- environmental management;
- international management.
- investment management;
- risk management;
- innovation management.





Personal qualities of the manager

Processes that take place at enterprises and institutions require constant control and regulation. In this regard, the manager should be a born leader, enjoy undeniable authority in the eyes of subordinates. His job is not just to command, but to possess the skills he requires from others. A professional knows how to convey his idea correctly, motivate to complete tasks, and always control the quality of their execution. Its influence should extend to everyone in the team.

Pros and cons of management

Like any position, business management has negative and positive aspects. With increasing experience, the disadvantages begin to be smoothed out, resistance to stress appears, all prospects for the position of manager are revealed. So, the advantages include:

- good prospects for growth on the career ladder;
- the opportunity to work in various fields;
- communication with interesting people;
- stable salary growth;
- establishment of useful connections.

The position of manager has the following disadvantages:

- high competition;
- low salary at first;
- great responsibility;
- stress due to high work pace;
- monotony.

Demand for the manager profession

Specialists in this field will always be needed, because the management of an enterprise cannot be imagined without a competent manager. In any structure, there are people who know how to involve in production, plan, and control. Today, modern innovative management is very popular, as it involves a systematic approach to the work of the manager, which combines control functions with the direct organization of the technological process. The most common directions:

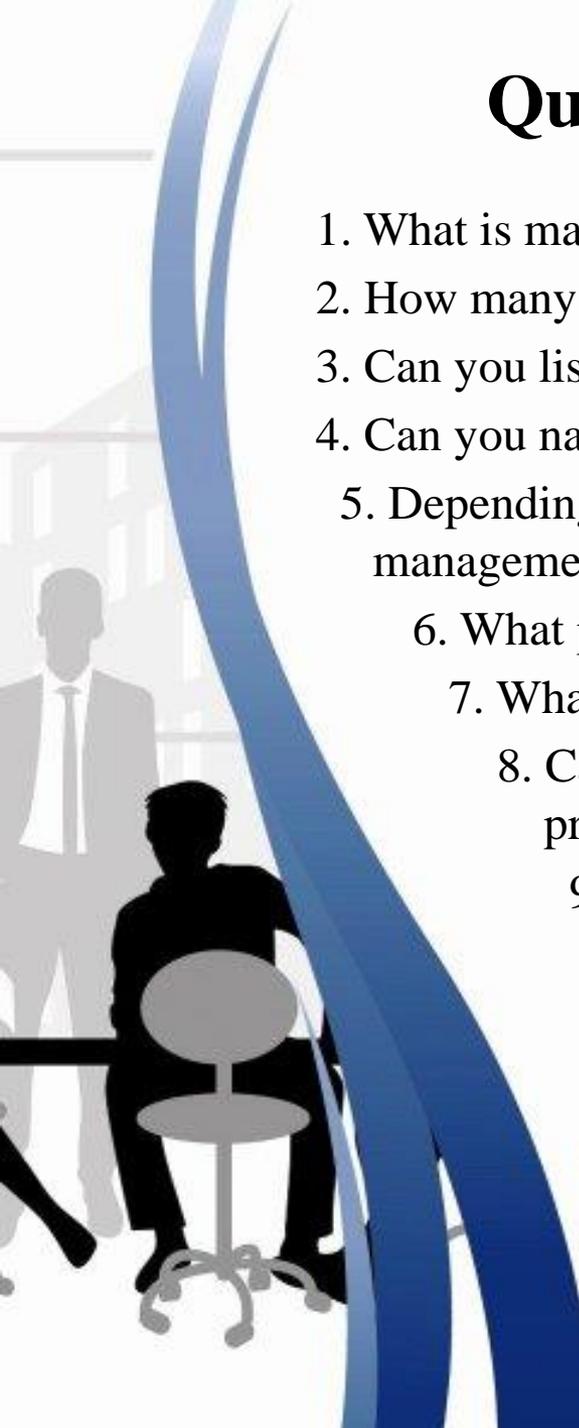
- Transport services,
- financial institutions;
- marketing, advertising campaigns;
- public services;
- construction companies;
- transport management;
- agricultural complex;
- tourism sector.

Manager's salary

An employee's income directly depends on the industry and region. It is clear that different salaries are paid for the same work, depending on the seniority and experience of the specialist. A manager with high performance will receive additional bonuses and bonuses. When passing different levels of the profession, monetary payments increase. How much the manager receives can be judged from the following figures:

- a first-year intern receives from \$300-600;
- a specialist with extensive experience \$ 1.2-1.5 thousand;
- a representative of the upper echelon sometimes has unlimited income.

Questions about this material

1. What is management?
 2. How many levels of management does this profession have?
 3. Can you list the main duties of managers?
 4. Can you name the most common trends in modern management?
 5. Depending on the functional affiliation, can you name the main types of management?
 6. What personal qualities should a manager have?
 7. What changes occur in work over time?
 8. Can you name the advantages and disadvantages of this profession?
 9. What kind of management is very popular today, because it involves a systematic approach to the manager's work, which combines the functions of control with the direct organization of the technological process?
 10. Can you give details about the salary of workers in this profession?
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Sources

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Thank you for attention!

