

101
Dimensions of Management
23/24.12.1988

1. STRATEGY

Develop Strategy, Achieve Victory

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| 1. Strategy gives competitive edge,
Strategy cuts like Razor's edge. | 2. Develop vision and see unseen,
Conceive picture of complete scene. |
| 3. Problems, opportunities you must spot,
See in advance, which others see not. | 4. Examine tradition and old ways.
Endeavour to develop new, better ways. |
| 5. Point and counter point are must,
Don't look for agreement just. | 6. Effective alternatives you innovate,
Working methods you renovate. |
| 7. For environmental awareness you be keen,
know about, economic social political scene. | 8. Strategy strengthened with business sense.
Think in financial, commercial sense. |

2. DRIVE

Drive and Arrive

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| 1. Drive is a dynamic way to work,
Drive ensures the progress in work. | 2. External motivations you seek not,
Motivate self and hesitate not. |
| 3. Take initiative and determined be,
With confidence positive, active be. | 4. Pursue the matters and complete works,
With tenacity you ensure works. |
| 5. Be energetic and enthusiastic too,
Maintain the speed stop not you. | 6. To please others you act not,
Personal conviction means a lot. |
| 7. See opportunity take right risk,
Danger is in not taking the risk. | 8. Lose not hope when things are down,
With trust itself you are never down. |

3. RELATIONSHIPS

Relationships are Rescuing Ships.

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| 1. Mix with people be sociable,
Be open and be approachable | 2. Create impressions by sincere acts,
Maintain it by your positive acts. |
| 3. Enjoy relations be acceptable,
Ensure stability be likable. | 4. Be sensitive to people's needs,
Hurt not people by your deeds. |

5. Discuss matters and persuade,
With participation, let plans be made.
7. Writing is must, not only talk,
By writing you follow your talk.
9. Be flexible and modify style,
Optimal style is flexible style.
11. Create atmosphere for people to grow
Let leaders emerge and then grow.
13. Effectively allocate responsibility, work,
Appropriately delegate authority in work.
15. Accept direction and support top,
Following policies you never stop.

4. ANALYSIS

Analyse and Crystallise

1. Data analysis for solutions is a must,
Relevant data you separate first.
3. Qualitative data you should not lose,
Discussion route you must choose.
5. Develop ideas and insight,
From different angles see the light.
7. Be logical and reason it out,
With logic, reason truth comes out.
2. Arrange, organise and analyse next,
For seeing patterns deep study is best.
4. Data is fruit, information juice,
From data fruit take information juice.
6. Avoid bias and prejudice,
Evaluate results in total and piece.
8. Use intuition and hunch and feel,
Cross check logic see how do you feel.
10. Negotiate matters resolve things first,
Give and take and win-win is best.
12. Recognise each for individual best.
Recognise team for collective best.
14. For developing skills practice is right,
For acquiring knowledge learning is right.
16. Respect others in team, work.
Harmony attained in team work.

5. IMPLEMENTATION

Implement what is meant

1. Agree on goals and communicate goals,
For achieving goals establish roles.
3. Organisation sensitivity you must sense,
Understanding organisation is good sense.
5. Set high standards for your self,
Set an example by conduct of self.
7. Tolerate details where there is need,
Leave out details when no need.
9. Stress his inherent in any work,
Tolerate stress and easier is work.
2. Evaluate options and decisions; make,
In line of decisions actions; take.
4. Control is a need for accomplishing tasks,
Monitor people, processes also tasks.
6. Set high standards for one and all,
For organisation too, and roll the ball.
8. Pursue the policies, follow the rules,
Ask for agreement for changing rules.
10. Controlled responses for tolerating stress,
Preventive actions for avoiding stress.

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| 11. Environ, tasks and people do change,
Be adoptive and manage the change. | 12. What you can fulfil commit that you,
Whatever you commit fulfil that you. |
| 13. Avoiding commitments you never do,
Ask for resources, so you can do. | 14. Do little extra and give little more,
You will excel with that little more. |

6. PERSONAL FACTORS

Personal factors are Key Factors

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| 1. Maintain organisation, social, ethical norms,
Even in difficulty ensure the norms. | 2. Even though unpopular, ethics leave not,
Even though painful, values leave not. |
| 3. For organisation concerns priority first,
Personal factors, consider next. | 4. To avoid Peter, learning is best,
To become Master, practice is best. |
| 5. Learn from errors and improve self,
Learn from others and develop self. | 6. New skill and knowledge you must seek,
Constantly endeavour and achieve peak. |
| 7. Attain special skills and be expert,
Perfect knowledge makes expert. | 8. Align perceptions, feelings, thoughts
and self,
Attain harmony and be blissful self. |

REVIEW

1. **Develop Strategy and be Victor.**
2. **Maintain Drive and keep Momentum**
3. **Cultivate Relationships and win hearts.**
4. **Analyse thoroughly for actions,**
5. **Ensure Implementation of plans.**
6. **Nurture Personal Factors and improve Self.**