



Management & Organizational Behaviour

Welcome to today's session on Managerial Skills! This session will explore the essential skills that managers need to succeed in today's dynamic business environment.

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Recap: Key Learnings from Previous Presentation

1 Leadership

Effective leadership is vital for inspiring and motivating teams.

3 Decision-Making

Strategic decision-making is essential for driving organizational success.

2 Communication

Clear and concise communication is crucial for conveying information and fostering collaboration.

4 Teamwork

Building strong teams is essential for maximizing productivity and achieving shared goals.



Guess the Topic: What are the Core Managerial Skills?



Strategic Thinking

Managers need to think strategically, develop long-term plans, and make informed decisions.



Communication

Effective communication is crucial for conveying information, building relationships, and motivating teams.



Team Leadership

Managers need to be able to lead teams effectively, delegate tasks, and foster collaboration.



Problem-Solving

Managers must be able to identify and solve problems effectively, both individually and as part of a team.



Defining Managerial Skills

Knowledge & Abilities

Managerial skills encompass the knowledge, abilities, and traits that enable managers to effectively lead and manage teams, resources, and projects.

Effective Management

These skills are essential for maximizing efficiency, productivity, and overall success within an organization.

Diverse Skills

Managerial skills encompass a wide range of areas, including communication, leadership, decision-making, problem-solving, and interpersonal skills.



Conceptual Skills: Definition and Importance

Definition

Conceptual skills involve the ability to understand complex concepts, analyze information, and make strategic decisions.

Importance

Conceptual skills allow managers to see the "big picture," understand how different parts of an organization interact, and make informed decisions.

Examples

Strategic thinking
Problem-solving
Decision-making
Planning and forecasting



Interpersonal Skills: Definition and Importance

1

Definition

Interpersonal skills refer to the ability to effectively communicate, build relationships, and work collaboratively with others.

2

Importance

These skills are crucial for creating a positive and productive work environment, motivating teams, and building trust.

3

Examples

Active listening, empathy, conflict resolution, and negotiation are essential interpersonal skills.





Technical Skills: Definition and Importance

1

Definition

Technical skills are the specialized knowledge and abilities required to perform specific tasks and functions related to a particular industry or field.

2

Importance

Technical skills provide managers with the necessary expertise to understand and manage the technical aspects of their work.

3

Examples

Accounting, finance, marketing, operations, and IT are examples of technical skills relevant to managerial roles.



Real-Life Case Studies: Managerial Skills in Action



Case Study 1

A startup CEO utilizes strong conceptual skills to develop a successful business plan and secure funding.

Case Study 2

A project manager with excellent interpersonal skills builds a high-performing team and successfully delivers a complex project.

Case Study 3

A marketing manager with strong technical skills in digital marketing drives a successful social media campaign.





Skills Assessment: Test Your Understanding

1

Scenario 1

How would you handle a conflict between two team members with different communication styles?

2

Scenario 2

Imagine you need to make a complex decision with limited information. How would you approach the situation?

3

Scenario 3

How would you motivate a team that is struggling to meet its performance goals?





Summary: Key Takeaways

Managerial Skills

Developing managerial skills is essential for success in any leadership role.

Conceptual, Interpersonal, Technical

Understanding the three core types of managerial skills - conceptual, interpersonal, and technical - is crucial.

Continuous Development

Continuously developing these skills is key to staying ahead in a competitive and evolving business world.

