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| Subject: **Principles of Management**  Course Coordinator: **Bilal Ghumman** Topic: **Managerial Roles** |

* **Interpersonal Roles: *“****The roles in this category involve****providing****information & ideas between two or more people.”*

1. **Figurehead** – Representing the organization in formal matters; serving as a symbol of the organization.As a manager, you have social, ceremonial and legal responsibilities. For example, Greet visitors, sign legal documents, attend ribbon cutting ceremonies,  
   host receptions, etc. Figurehead who performs the duty in the same way as head of the family does. You're expected to be a source of inspiration.
2. **Leader** – who performs the work of motivating subordinates and leading them towards achieve the goal of the company. This is where you provide leadership for your team, your department or perhaps your entire organization; and it's where you manage the performance and responsibilities of everyone in the group. You are responsible for motivating your sub-ordinates.
3. **Liaison** (Mediator)– It includes work like how to maintain relation with outsiders like creditors, suppliers, customers. Managers must communicate with internal and external contacts. You need to be able to network effectively on behalf of your organization.

* **Informational Roles: *“****The roles in this category involve****processing****information. Designed or able to impart information.”*

1. **Monitor** – This includes monitoring the work of subordinates. As monitor, a manager seeks and acquire information. In this role, you regularly seek out information related to your organization and industry, looking for relevant changes in the environment. You also monitor your team, in terms of both their productivity, and their well-being.
2. **Disseminator** – It includes sending information, plans, ideas, reports etc to others in the organizational hierarchy. This is where you communicate potentially useful information to your colleagues and your team.
3. **Spokesperson** – Communicating to outsiders about the performance of the company. Managers represent and speak for their organization. In this role you're responsible for transmitting information about your organization and its goals to the people outside it.

* **Decisional Roles: *“****The roles in this category involve****using****information. Having the power or authority to make decisions.”*

1. **Entrepreneur** – Introducing change; initiating projects to improve the organization. It includes generating innovative ideas on various aspects of the company operations. As a manager, you create and control change within the organization. This means solving problems, generating new ideas, and implementing them.
2. **Disturbance Handler** – This role involves responding to high-pressure disturbances. When an organization or team hits an unexpected roadblock, it's the manager who must take charge. You also need to help resolve the disputes within it.
3. **Resource Allocator** – It involves distribution of various resources to departments according to their needs. It also need to determine where organizational resources are best applied. This involves allocating funds, assigning staff & other organizational resources.
4. **Negotiator** –  It involves negotiating with suppliers, creditors for better deals and also with workers in case of disputes. You may be needed to take part in, and direct, important negotiations within your team, department, or organization.

**☺ Hakunamatata ☺**