CONTENTS

Figures and Tables xvii

CD-ROM Contents xxiii

About the Authors xxvii

Introduction 1

Unfulfilled Needs of Organizations 2 Basic Description of the Book and Its Purposes 8 Benefits of This Book for Professional and Student Audiences 10 How All Readers Can Get the Most from This Book and Its CD-ROM 12

1 Preview of the Book's Next Generation MD/OD Project 17

Introduction 17 Description of an Integrated MD/OD Project 19 Recommendations on Designing a Highly Effective MD/OD Project 23 Concluding Remarks 29

PART ONE: MANAGEMENT (INTEGRATIVE) FUNCTIONS AND PROCESSES 31

 2 Initial Perspectives on Management Functions and Processes 33 Introduction 33 The Basics 34 The Think-Work Functions 35 The Implementation Functions 37

xii CONTENTS

Beyond the Basics 37

Fresh Perspectives on the Managerial (Integrative) Process 37 Additional Perspectives on Management and Management Processes 41 Basic Obstacles to Effective Think-Work 42

Concluding Remarks 43

3 The Analysis Phase 44

Introduction 44

The Basics 45 Definitions 45 Basic Analytic Steps 46 Four Major Reasons for Thoroughly Analyzing a Situation 46 Basic Rules for Effectively Analyzing a Situation 47

Beyond the Basics 50

Human Limitations and How to Compensate for Them50Analytic and Knowledge Management Tools55

Concluding Remarks 63

4 Planning Phase Functions 64

Introduction 64

The Planning Phase in General 66

Goal Setting 81

Planning 91

Budgeting 94

Concluding Remarks 102

5 Decision Making 103

Introduction 103

The Basics 104 Definition 104 Purposes and Benefits of a Decision-Making Process 105 Description of the Decision-Making Process 105 Basic Types of Decision-Making Situations 105 Types of Decision-Making Situations Based on the Number of Alternatives That Can Be Chosen 107

Beyond the Basics 108

Visualization Tools for Better Decision Making 108 Basic Phenomena That Underlie Ineffective Decision Making 113 Common Pitfalls and How to Address Them 114

Concluding Remarks 120

6 Implementation Functions of Management 121

Introduction 121 Organizing 123 Staffing 135 Guiding Planned Activities 138 Controlling 138

Concluding Remarks 141

7 Managing Time 142

Introduction 142

The Basics on Wasted Time 145 Symptoms of Wasting Time (Ring D) 145 Cycle-Perpetuating Results: Emotional and Physical Stress (Ring E) 146 Ways That Many People Waste Time (Ring C) 146

Beyond the Basics 148Major Causes of Wasted Time (Ring B) 148The Real, Underlying Causes of Wasted Time (Ring A) 151The Analytic Approach to Managing Time 153

Concluding Remarks 153

Recommendations for Conducting the Superior-Subordinates Discussion, OD Application, and Team-Building Sessions Following the Training Portion of Module 1 157

PART TWO: INDIVIDUAL, ORGANIZATIONAL, AND MANAGERIAL BEHAVIOR AND DEVELOPMENT 161

8 Managerial and Leadership Styles 165

Introduction 165 The Basics of Motivation 167 Maslow's Hierarchy of Needs 167 Herzberg's Hygiene (Maintenance) and Motivator Factors 167 Factors' Effectiveness 170 Basic Frameworks for Understanding Managerial and Leadership Styles 171 McGregor's Theory X and Theory Y Styles 173 Three Additional Managerial Styles 177 Tannnenbaum and Schmidt's Continuum of Management Styles 180 Likert's Four Management Systems 180 The Ohio State Studies' Grid Framework 183 Blake and Mouton's Grid Concept 184 Miles's Human Resources Approach to Management 185 Situational (Contingency) Theories 189 Ouchi's Theory Z 192 Concluding Remarks 193

9 Major Nonpersonal Influences on Managerial Behavior 195

Introduction 195 The Socio-Technical Context 197 Task-Related or Technological Variables 198 Organizational Factors 202 Social Factors 206 External Forces and Factors 208

xiv CONTENTS

Subordinates' Individual Characteristics and Behavior 210 Concluding Remarks 211

10 Personal Influences on Managerial Behavior 212

Introduction 212 Concepts Underlying The Managerial Target 215 The Managerial Target[®] 218 High Task, Low People (HT,LP), Theory X, Authoritarian, or 9,1 Tendencies 233 High Task, High People (HT,HP), Theory Y, Participative, Team, or 9,9 Tendencies 238 Determining What The Managerial Target Indicates About an Individual's Overall Level of Managerial or Leadership Effectiveness 243 Perspectives on the Usefulness of The Managerial Target 247 Concluding Remarks 250

11 Unifying "One Best Style" and Contingency or Situational Theories 253

Introduction 253 Summary of the Case for One Best Style 254 Situationalism 256 Two Tracks to One: Combining Both Theories into a Single, Synthesized Perspective 260 The Developmental and Participative Aspects of a High Task, High People Approach 261 Concluding Remarks 264

12 Summary of Socio-Technical Influences and the Implications for a Synergistic MD/OD Project 265

Introduction 265

Additional Contexts for Organization Development 268

Review of MD/OD Program Phases in Terms of Three Major Illustrations 271

Review of Basic Educational Considerations in Designing an Integrated MD/OD Program 272

Two Socio-Technical Considerations in Designing an Integrated MD/OD Program 273

Concluding Remarks 275

Recommendations for Conducting the Superior-Subordinates Discussion, OD Application, and Team-Building Sessions Following the Training Portion of Module 2 276

PART THREE: INDIVIDUAL PROBLEM SOLVING AND DECISION MAKING 281

13 Improving Individual Problem Solving and Decision Making 285

Introduction 285

The Basics 286

Types of Problem-Solving Situations 287

Approaches to Problem Solving That Are Less Effective Than the Analytic Approach 288 Phases and Steps of the Analytic Approach 289 Beyond the Basics 295 Problem-Solving Styles and Orientations 295 Factor-Related Ways to Improve Problem-Solving Effectiveness 295

Concluding Remarks 304

Recommendations for Conducting Superior-Subordinates Discussion, OD Application, and Team-Building Sessions Following the Training Portion of Module 3 305

PART FOUR: INTERPERSONAL RELATIONS AND SKILLS 309

14 Perspectives on Interpersonal Relations 311

Introduction 311

Basic Personal Characteristics That Influence or Relate to Interpersonal Behavior 313

The Initiation, Development, and Maintenance Phases of Relationships 328

Interpersonal Styles on The Interpersonal Target 333

Behavior in Social Groups 339

Interpersonal Conflicts: Symptoms, Types, Sources, and Resolution 344

Concluding Remarks 350

15 Effective Communication 351

Introduction 351

The Basics 353

Definition and Objectives, and Modes of Communication 353 Basic Sender and Receiver Inputs to the Communication Process 353 Nonpersonal Socio-Technical Influences on the Communication Process 355 Basic Symptoms of Faulty Communication 355 Senders' and Receivers' Responsibilities for Effective and Ineffective Communication 358 Beyond the Basics 359 Communication Styles 359 Phases and Steps of an Analytic Approach to Communication 359 Advance and Ongoing Activities for Continually Improving Communication Processes 363

Concluding Remarks 363

Recommendations for Conducting Superior-Subordinates Discussion, OD Application, and Team-Building Sessions Following the Training Portion of Module 4 367

PART FIVE: TEAM THINK-WORK IN ORGANIZATIONS 371

16 Guiding and Participating in Team Think-Work Processes 373

Introduction 373 The Basics 375 Definitions 375 Advantages of Individual Think-Work Processes (Disadvantages of Group Processes) 376 Advantages of Group Think-Work Processes (Disadvantages of Individual Processes) 378 Major Issues: Quality Versus Acceptance 380

xvi CONTENTS

Conclusions About Individual and Group Think-Work Processes 381 Symptoms of Faulty Team-Think Processes 381 Beyond the Basics 387 Managers' Team-Think Styles 387 Advance and Ongoing Activities for Continually Improving Team Think-Work Effectiveness 387 Concluding Remarks 387 Recommendations for Conducting Superior-Subordinates Discussion, OD Application, and Team-Building Sessions Following the Training Portion of Module 5 390

PART SIX: LEARNING AND OTHER MANAGERIAL AND PERSONAL SKILLS 393

17 Better Individual and Organizational Learning 395

Introduction 395 The Basics 397 Factors That Influence Learning 397 Modes of Learning 402 Methods of Learning 405 Phases, Steps, and Practices of a Structured Analytic Approach to Learning 407 Skill Development 407

Beyond the Basics 413 Learning Styles and Orientations 413 The Planning Aspects of Learning 413 The Learning Organization and Systems Thinking 414 Action Learning 415 Appreciative Inquiry 416 Reservations and Recommendations 416

Concluding Remarks 421

Recommendations for Conducting Superior-Subordinates Discussion, OD Application, and Team-Building Sessions Following the Training Portion of Module 6 423

PART SEVEN: SUMMARY AND SYNTHESIS OF CONCEPTS, PROCESSES, MODELS, AND PRACTICES 427

18 The Unified Practice of Management Model and Its Implications for Developing More Effective Organizations 429

Introduction 429

The Unified Practice of Management Model: Integrated Processes and Models 431

The Unified Practice of Management Model: Management Gurus 443

Concluding Remarks 444

Recommendations for Conducting Superior-Subordinates Discussion, OD Application, and Team-Building Sessions Following the Training Portion of Module 7 445

Appendix: Basic Descriptions of Major Management Gurus' Concepts 449

References 461

Index 473 How to Use the CD-ROM 487

FIGURES AND TABLES

Introduction

Figure I.1. Training Foundations of Long-Term Organizational Success 4

Chapter One: Preview of the Book's Next Generation MD/OD Project

Figure 1.1. A Next Generation Integrated MD/OD Project 20

PART ONE: MANAGEMENT (INTEGRATIVE) FUNCTIONS AND PROCESSES

Chapter Two: Initial Perspectives on Management Functions and Processes

Table 2.1. Adaptation of Management Models Offered by Luther Gulick, R. Alec MacKenzie,and Others36

Figure 2.1. The Managerial (Integrative) Process 36

Table 2.2. Relationships Between Management Functions and Phases of the Analytic Approachto Problem Solving38

Chapter Three: The Analysis Phase

Figure 3.1. Example of a Multiple-Choice Decision in a Problem-Solving, Problem Prevention, or Improvement Situation 48

Figure 3.2. The Socio-Technical System: A Model 50

Table 3.1. Checklist of Socio-Technical Factors That Influence Organizational Behavior 52

Table 3.2. Mental Constraints and Their Effects on Think-Work 53

Figure 3.3. An Authoritarian Manager's "Box" of Considerations 54

Table 3.3. Major Industry and Marketplace Variables 56

Table 3.4. Significant External Factors Affecting Organizations 57

Figure 3.4. A Strategic Planning "Forest" of Variables 58

xviii FIGURES AND TABLES

Chapter Four: Planning Phase Functions

Table 4.1. Definitions and Examples of Goals and Plans68

Figure 4.1a. Methodological Planning Steps and Resulting Outputs at the Organizational Level 70

Figure 4.1b. Methodological Planning Steps and Resulting Outputs at the Major Unit Level 71

Figure 4.2. Top-Down/Bottom-Up Organizational Planning Process Steps 74

Figure 4.3. A Strategic Long-Range Planning Process 78

 Table 4.2. Examples of Organizational and Unit Performance Parameters
 83

Table 4.3. Examples of Properly Stated Annual Goals 85

Figure 4.4. Simplified Bar Chart (Gantt Chart) for the Construction of a House 93

Figure 4.5. Simplified PERT Network for Building a Seagoing Luxury Yacht 94

Figure 4.6. Basic Types of Budgets Prepared During the Annual Planning Process in a Manufacturing Enterprise 98

Table 4.4. Example of a Capital Program or Project Budget 100

Chapter Five: Decision Making

Table 5.1. Examples of Decision-Making Criteria 106

Figure 5.1. Simplified Illustration of Alternative Pricing Scenarios Developed Through Gaming 109

Figure 5.2. Example of a Relatively Simple Decision Tree 111

Table 5.2. Example of a Comparison Matrix 112

Chapter Six: Implementation Functions of Management

Figure 6.1. Alternative Organizational Structures 126Figure 6.2. Number of Task-Related and Interpersonal Relationships, Given a Manager (A) and Three Subordinates (B, C, D) 131Table 6.1. Sample Marketing Department Operating Budget 140

Chapter Seven: Managing Time

Figure 7.1. Wasting Time: Causes, Ways, and Symptoms 144

Table 7.1. Relationships Between Time Management, Phases of the Analytic Approach to ProblemSolving, and Phases of the Managerial Process152

Figure 7.2. The Management or Planning Process 154

PART TWO: INDIVIDUAL, ORGANIZATIONAL, AND MANAGERIAL BEHAVIOR AND DEVELOPMENT

Chapter Eight: Managerial and Leadership Styles

Figure 8.1. Maslow's Hierarchy of Needs 168

Table 8.1. Herzberg's Maintenance and Motivator Factors169

Figure 8.2. Conceptual Comparison of Five Managerial Styles 172

Figure 8.3. Comparison of Five Managerial Styles in Terms of Performance of Integrative Functions 173

Table 8.2. Comparative Descriptions of Five Managerial or Leadership Styles 174

Table 8.3. Summary Comparison of Five Managerial or Leadership Styles 178

Figure 8.4. The Ohio State Model of Leadership Behavior 182

Figure 8.5. Blake and Mouton's Managerial Grid®, Adapted to Show Five Distinctive Styles 182

Figure 8.6. Miles's Human Resources Approach to Management 186

Chapter Nine: Major Nonpersonal Influences on Managerial Behavior

Figure 9.1. The Manager in a Socio-Technical System 197

Table 9.1. General Natures of Tasks 198

Table 9.2. Unit or Departmental Characteristics and Structures in Relation to Tasks andPeople200

Table 9.3. General Relationships Between Organizational Characteristics and PervasiveManagerial or Leadership Style204

Chapter Ten: Personal Influences on Managerial Behavior

Figure 10.1. Relationships Among Personal Influences Underlying an Individual's Managerial or Leadership Style 215

Figure 10.2. The Managerial Target[®] (Simplified Version) 218

Figure 10.3. Target Representations of Five Distinctive Styles on a Grid Framework 219

Figure 10.4. The Managerial Target[®] (Expanded Version) 220

Table 10.1. Descriptions of Personal Characteristics 222

Table 10.2. Values and Personality Traits Measured by Various Instruments 226

Figure 10.5. Assessment and Estimated Data Filled in on The Managerial Target 228

Figure 10.6. Authoritarian Tendencies: Underlying Levels of Task- and People-Orientedness 233

Figure 10.7. "High Self-Orientedness, Low People-Orientedness" on The Interpersonal Target 233

Figure 10.8. A Comparison of Values Profiles 235

Figure 10.9. Participative, Team, or HT,HP Tendencies: Underlying Levels of Task- and People-Orientedness 238

Figure 10.10. Indicator of an Individual's Tendency Toward a Particular Level of Overall Managerial Effectiveness, Based on The Managerial Target 245

Figure 10.11. Short-Term Effectiveness Tendencies of Five Types of Managers 246

Figure 10.12. Long-Term Effectiveness Tendencies of Five Types of Managers 247

Figure 10.13. The Heart of Participative Management 251

Chapter Eleven: Unifying "One Best Style" and Contingency or Situational Theories

Figure 11.1. Synergistic Inputs and Phased Developmental Activities for Developing Subordinates and a Participative Unit (or Organizational) Atmosphere 262

Chapter Twelve: Summary of Socio-Technical Influences and the Implications for a Synergistic MD/OD Project

Figure 12.1. Basic Inputs and Activities for Developing Managers and Organizations 266

PART THREE: INDIVIDUAL PROBLEM SOLVING AND DECISION MAKING

Chapter Thirteen: Improving Individual Problem Solving and Decision Making

Table 13.1. Problem-Solving Phases and Steps 290
Table 13.2. Thinking (Problem-Solving) Orientations or Styles 296
Table 13.3. Cognitive (Problem-Solving) Styles and Related Orientations 297
Figure 13.1. Advance and Ongoing Activities for Continually Improving Problem-Solving and Decision-Making Processes 298
Figure 13.2. Problem Solving in the Managerial Context 304

PART FOUR: INTERPERSONAL RELATIONS AND SKILLS

Chapter Fourteen: Perspectives on Interpersonal Relations

Table 14.1. What Hurts People and What Makes Them Feel Good 316 Figure 14.1. Interaction "Apparel" 317 Figure 14.2. Parent, Adult, and Child Ego States and Related Life Positions 323 Table 14.2. Ego States, Related Life Positions, and Associated Characteristics and Styles 326 Figure 14.3. The Interpersonal Target[™] (Expanded Version) 332 Figure 14.4. Distinctive Interpersonal Styles on a Grid Framework 334 Table 14.3. Distinctive Interpersonal Styles and Related Traits and Behavior 336 Table 14.4. Symptoms of Interpersonal Conflicts 346 Table 14.5. Types and Causes of Interpersonal Conflicts 347 Table 14.6. Conflict Resolution Styles or Approaches 348

Chapter Fifteen: Effective Communication

Table 15.1. Communication Modes 354

Figure 15.1. Main Sender and Receiver Steps in a One-Way Communication Process 355

Table 15.2. Symptoms of Faulty Communications, and Sender and Receiver Responsibilitiesfor Preventing Them356

Table 15.3. Interpersonal (or Managerial) Styles and Their Relationships to Styles, Types, and Modes of Communication 360

Table 15.4. Relationships Between the Analytic Approach to Problem Solving and the Phases andSteps Involved in Communicating Effectively361

Table 15.5. Phases and Steps of a Systematic Communications Approach 362

Figure 15.2. Advance and Ongoing Activities for Continually Improving Communication Processes 364

Figure 15.3. Communication in the Managerial Context 366

PART FIVE: TEAM THINK-WORK IN ORGANIZATIONS

Chapter Sixteen: Guiding and Participating in Team Think-Work Processes

Table 16.1. Conducting Effective Team-Think Processes 382

Table 16.2. Managerial Think-Work Styles Associated with Five Managerial Styles 388

PART SIX: LEARNING AND OTHER MANAGERIAL AND PERSONAL SKILLS

Chapter Seventeen: Better Individual and Organizational Learning

Figure 17.1. Advance and Ongoing Activities and Approaches for Continually Improving Learning Processes 398
Table 17.1. Phases, Steps, and Principles of a Structured Learning Approach 408
Table 17.2. Four Basic Learning Styles 410
Table 17.3. Additional Learning Styles or Orientations 411
Table 17.4. Relationships Between Phases of the Analytic Approach to Problem Solving, the Planning Process, and Steps Involved in Learning More Effectively 412

Figure 17.2. Learning in the Managerial Context 422

PART SEVEN: SUMMARY AND SYNTHESIS OF CONCEPTS, PROCESSES, MODELS, AND PRACTICES

Chapter Eighteen: The Unified Practice of Management Model and Its Implications for Developing More Effective Organizations

Figure 18.1. Unified Practice of Management[™] Model: Integrated Processes and Models 433 Figure 18.2. Summary of Advance and Ongoing Activities for Continually Improving All Mental Processes 438

Figure 18.3a. Interrelationships Among Instructional Illustrations (Part A) 440

Figure 18.3b. Interrelationships Among Instructional Illustrations (Part B) 441

Figure 18.4. Unified Practice of Management[™] Model: Management Gurus 442

CD-ROM CONTENTS

COURSE SYLLABUS

For each chapter in the book, this document outlines topics, learning objectives, instructional activities, possible work group application or practice sessions, and suggested instructional media. It is a *curriculum proposal* that an instructor can easily revise and submit for approval. It is also an *instructor guide*.

OD CONSULTANT OR FACILITATOR MATERIALS

- Comparison of OC (Organizational Change), OD (Organization Development), and MD/OD (Management Development/Organizational Development) Projects
- MD/OD Project Preparation Phase Steps and Guidelines
- Climate (Attitude) Survey
- Study of Values Conversion Table (for converting raw scores to adult percentile levels)
- Recommendations for Conducting the Superior-Subordinates Discussion, OD Application, and Team-Building Sessions Following the Training Portion of Each Module (to help plan what might be discussed during those sessions)
 - Recommendations for End-of-Module 1 Superior-Subordinates Sessions
 - Recommendations for End-of-Module 2 Superior-Subordinates Sessions
 - Recommendations for End-of-Module 3 Superior-Subordinates Sessions
 - Recommendations for End-of-Module 4 Superior-Subordinates Sessions
 - Recommendations for End-of-Module 5 Superior-Subordinates Sessions

xxiv CD-ROM CONTENTS

- Recommendations for End-of-Module 6 Superior-Subordinates Sessions
- Recommendations for End-of-Module 7 Superior-Subordinates Sessions

ADDITIONAL CHAPTER MATERIALS

These materials are listed chapter by chapter here. They include

- Study guides (These class/seminar session preparation guides prepare students or seminar participants for both instructional sessions and superior-subordinates discussion, OD application, and team-building sessions following the training portion of each module. Instructors can also use them as class or seminar planning tools.)
- Worksheets and other tools (for accomplishing certain chapter-related activities)
- Quotations on the topic covered in the chapter

Introduction

• Introduction Study Guide

Chapter One: Preview of the Book's Next Generation MD/OD Project

• Chapter One Study Guide

Chapter Two: Initial Perspectives on Management Functions and Processes

- Chapter Two Study Guide
- Quotations on Management and Leadership

Chapter Three: The Analysis Phase

- Chapter Three Study Guide
- Table 3.1: Checklist of Socio-Technical Factors That Influence Organizational Behavior

Chapter Four: Planning Phase Functions

- Chapter Four Study Guide
- Sample Program or Project Budget
- Sample Profit and Loss Statement (Operating Budget)
- Sample Balance Sheet (Assets and Liabilities Budget)
- Sample Cash Flow Statement (Cash Budget)

Chapter Five: Decision Making

- Chapter Five Study Guide
- Comparison Matrix Template

Chapter Six: Implementation Functions of Management

- Chapter Six Study Guide
- Delegation Worksheet

Chapter Seven: Managing Time

- Chapter Seven Study Guide
- Time Management Steps and Suggestions

Module 2 Preliminary Materials

- Study Guide for Module 2 Introduction
- Personal Inventory Form
- Trait Assessment Feedback Form
- Quotations on Personal Life
- Quotations on Personal Motivation

Chapter Eight: Managerial and Leadership Styles

- Chapter Eight Study Guide
- Checklist of HT,HP (High Task, High People) Attitudes and Behavior Patterns

Chapter Nine: Major Nonpersonal Influences on Managerial Behavior

• Chapter Nine Study Guide

Chapter Ten: Personal Influences on Managerial Behavior

• Chapter Ten Study Guide

Chapter Eleven: Unifying "One Best Style" and Contingency or Situational Theories

• Chapter Eleven Study Guide

Chapter Twelve: Summary of Socio-Technical Influences and the Implications for a Synergistic MD/OD Project

- Chapter Twelve Study Guide
- Thumbnail Organizational Influences Inventory
- Table 3.1: Checklist of Socio-Technical Factors That Influence Organizational Behavior

Chapter Thirteen: Individual Problem Solving and Decision Making

- Chapter Thirteen Study Guide
- Table 13.1: Problem-Solving Phases and Steps
- Quotations on Thinking and Planning

Chapter Fourteen: Perspectives on Interpersonal Relations

- Chapter Fourteen Study Guide
- Examples of Double Standards
- Social Norms Worksheet
- Quotations on Interpersonal Relations

Chapter Fifteen: Effective Communication

- Chapter Fifteen Study Guide
- Table 15.2: Symptoms of Faulty Communications, and Sender and Receiver Responsibilities for Preventing Them
- Nonverbal Communication
- Guidelines for Writing Effective Reports, Memos, and Directives
- Quotations on Communication

xxvi CD-ROM CONTENTS

Chapter Sixteen: Guiding and Participating in Team Think-Work Processes

- Chapter Sixteen Study Guide
- Table 16.1: Conducting Effective Team-Think Processes
- List of Group Process Interaction Categories
- Group Process Evaluation Form

Chapter Seventeen: Better Individual and Organizational Learning

- Chapter Seventeen Study Guide
- Quotations on Learning

Chapter Eighteen: The Unified Practice of Management[™] Model and Its Implications for Developing More Effective Organizations

• Chapter Eighteen Study Guide