

INTERVIEW QUESTIONS FOR GENERAL MANAGEMENT

Will the organization grow under your leadership?

Why should I NOT hire you?

What do you intend to do for us in the first six months?

Talk please, you have five minutes.

What about this industry appeals to you to make you want to work in it?

What are the methods you have used to evaluate employee's job performance?

Give an example of how you were successful in encouraged/motivated the staff with the help of incentives or bonuses.

Tell us about a short term plan you developed for the company advancement.

Give us instances in which you brought productive change to the company you worked for.

How do you put in place processes to get things done?

How do you pay attention to stakeholder and the major constituents?

How do you paint a direction?

What will you do during the first six months of your employment?

FOR MORE INFORMATION ABOUT MANAGEMENT AT THE C. T. BAUER COLLEGE OF BUSINESS

For questions related to graduate business degrees,
visit: <http://www.bauer.uh.edu/graduate-studies/index.php>

For questions related to Bauer Business Student Activities,
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For research and reference services with your M. D. Anderson librarian,
contact Loretta Wallace at lwallace3@uh.edu or call 713-743-9775.

For additional information on Management information, contact Leanne
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CAREER INFORMATION ON MANAGEMENT

RESOURCES
INTERVIEW TIPS
RESEARCH



MANAGEMENT is the act of bringing people together to accomplish a common goal using available resources effectively and efficiently.

LEVELS OF MANAGEMENT

Corporate Management (Senior Management): Build an understanding of how the external and internal environments may effect organizational effectiveness.

Consists of CEOs, Executives, Presidents, Vice Presidents, etc.

Business Management (Middle Management): Execute organizational plans and initiatives of the organization, further define the goals and strategy to convey to functional managers.

Consists of General, Branch, and Department Managers, etc.

Function Management (Operation Management): Implement strategies of the organization. Ensures quality within the operational environment of the organization.

Consists of Supervisors, Front Line Managers, Section Leaders, etc.

DIFFERENCE BETWEEN MANAGERS AND LEADERS

Managers administers while leaders inspire.

Managers copy while leaders innovate.

Managers maintain while leader develop.

Managers focus on systems and structure while leaders focus on people.

Managers rely on control while leaders rely on trust.

Managers ask how and when while leaders ask what and why.

Manager do things right while leaders do the right thing.

Managers accept the status quo while leaders challenge it.

FUNCTIONAL AREAS OF MANAGEMENT

Strategy	Sales & Marketing
Finance	Human Resources
Operations/Production	Administration
Information Technology	Customer Relationship

MANAGEMENT/LEADERSHIP STYLES:

Autocratic	Laissez-Faire
Paternalistic	Servant Leadership
Democratic	

SKILLS & ABILITIES:

Global and Diverse Perspective
Analytical Skills
Ability to Influence/Persuade
Communication Skills
Project Management Skills
Adaptability/Flexibility
Decision Making Skills

Planning and Forecasting Skills
Interpersonal Skills
Problem Solving Skills
Quantitative Skills
Leadership
Teamwork

RESOURCES FOR MANAGEMENT

Organizations
American Business Association
American Management Association
Professional Managers Association
International Association of Business/Management Professionals

RESEARCH/JOURNALS

Academy of Management Journal
Academy of Management Review
Management Science
Organization Science
Journal of Business Strategy
CIO.com
INC.com

MANAGEMENT CAREER POSITIONS

CEO/CF0/COO/CIO/CAO/CMO	Functional Manager
President	Process/Product Line Lead
Chairman	Business Manager
Vice President	Regional Manager
Executive Vice President	Area Manager
Director	Global Manager
Sr. Manager/Director	Hemisphere Lead
Associate/Assistant Director	Country Manager/Director
Process Manager	Site Manger
Product Manager	Process Development Manager
Product Line Manager	Senior International Manager
Program Manager	Supervisor
Project Manager	First Line Manager
General Manager	Managing Director
Department Manager	Senior Team Lead
Front Line Manager	Technical Lead

For more information on management careers, check out Career Beam via Bauer Gateway at www.hirebauer.com.