IDENTIFYING MANAGEMENT ROLES

INTERPERSONAL ROLES

1. The company president who "cuts the ribbon" at a ground breaking for a new store.
2. Setting up guidelines for the company to follow especially by example.
3. A medical professional who works for a drug company that can represent the company to other doctors in hospitals or the medical community.
4. Your Choice:

- **Leadership**
- **Liaison**
- **Figurehead**

INFORMATIONAL ROLES

1. The morning manager receives the overnight production report.
2. The department leader who passes along information to other workers.
3. The man who delivers a speech to the press.
4. Your Choice:

- **Disseminator**
- **Monitor**
- **Spokesperson**

DECISIONAL ROLES

1. The owner who finds funding for new projects and assesses feasibility.
2. Confronting workers who do poorly or create problems.
3. Writing and approving the schedule for workers to ensure satisfactory production.
4. The restaurant owner who bargains with the vegetable seller for a cheaper price and better-quality products.
5. Your Choice:

- **Negotiator**
- **Entrepreneur**
- **Resource Allocator**
- **Disturbance Handler**

LIVEWORKSHEETS