**Management**

**So much of what we call management consists in making it difficult for people to work. *(Peter Drucker, entrepreneur-author)***

**Management by objectives works if you first think through your objectives. Ninety percent of the time you haven't. (*Peter F. Drucker)***

**There is nothing worse than a job in which the executive does not actually do something. Having nothing to do except make sure that other people work is not managing – it is busyness. *(Peter Drucker)***

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**A recently fired manager stopped a man on the street, "Hey buddy, can you spare $100 for a cup of coffee?" The man snorted and said, "Don't be ridiculous!" "Just a yes or no, buddy," said the unemployed manager. "I don't need a lecture on how to run my business." *(The PassTime Paper)***

**Two managers decided to go on a fishing trip. They bought rods and reels, clothing and hip waders, tents and camping equipment and a big boat. All this they dragged up to a remote lake with a new pickup. A week later they came back down with having caught only three fish between. "You realize," one of the managers said, "that those fish cost us around $30,000 a piece!" "It's a good thing," said the other, "we didn't catch more!" *(The PassTime Paper)***

**A good supervisor is someone who can understand those not very good at explaining, and explain to those who are not very good at understanding. *(Bits & Pieces)***

**The key to managing your twenty-something employees is flexibility. As a generation that's often felt starved for attention, they'll respond well to your spending extra time with them. Get them involved in the business. Listen to their ideas and let them know they have an impact. You'll be more than rewarded for your flexibility with more productive and happier employees--in the workplace and out. (Claire Raines)**

**Managing a team is like holding a dove in your hand. Squeeze too hard and you kill it, not hard enough and it flies away. *(Tommy Lasorda, baseball manager)***

**As Dolly talks to her two younger brothers, Mom says to a friend: “Dolly’s already practicing how to manage men." *(Bil Keane, in The Family Circus comic strip)***

**For years I had been the greyhound chasing the rabbit of permanent solutions here at Smith & Hawken. If I worked just a little harder, a little longer, a little more creatively, I would eventually catch the rabbit. I would experience commercial nirvana, and out business – importing and marketing quality garden tools – would run perfectly. But I was wrong. In business you will always have problems. They are where the opportunities lie. A problem is an opportunity in drag; a mess is a pile of opportunities in drag. A good business has interesting problems; a bad business has boring ones. Good management is the art of making problems so interesting and their solutions so constructive that everyone wants to get to work and deal with them. *(Paul Hawken, in Growing a Business)***

**The primary purpose of management is to kill any hope that staying in your current job will work out for you. Bad management is how imagination gets wings. The economy needs workers who are fed up, desperate, and willing to quit their jobs for something better. You can’t do something great until first you quit something that isn’t. The last thing this world needs is a bunch of dopey-happy workers who can’t stop humming and grinning. The economy needs hamster-brained sociopaths in management to drive down the opportunity cost of entrepreneurship. Luckily, we’re blessed with an ample supply.” *(Scott Adams, in The Wall Street Journal)***

**What's mentionable is manageable. *(Fred Rogers)***

**The true role of management is to make risk-taking possible. Executives can't order their staffs to be creative -- they have to provide the conditions where creativity flourishes. Such conditions include strong staff morale, the feeling that someone is listening and the conviction that good work will be rewarded. *(Edwin Diamond, in New York)***

**MINNESOTA -- Working for the 3M Company, Richard Drew invented masking tape in 1925 and cellophane adhesive tape in 1930. These tapes got their “Scotch” brand name when an auto painter told Drew his “Scotch” (frugal) bosses needed to add more adhesive. *(America Profile magazine)***

**Today's newest breed of employee is the self-manager. These workers are the ones who survived the recent waves of downsizing, both by seeking and capitalizing on new opportunities and by learning new skills. Because these employees increasingly possess the skills and technological tools to supervise themselves -- individually or in teams -- they are eliminating the need for layers of management. More executives will soon find their jobs redundant, while self-managing frontline workers become highly valued and virtually fire-proof. Everyone should strive to become self-managed. It is clearly the direction business is taking. *(John A. Challenger, in The Christian Science Monitor)***

**A smart manager makes a mistake worthwhile by being big enough to admit it, strong enough to correct it, and intelligent enough to profit from the process. *(Bits & Pieces)***

**The secret of successful management is to keep the five guys who hate you away from the five guys who haven't made up their minds. *(Casey Stengel, American baseball manager)***

**After one look at this planet, any visitor from outer space would say, “I want to see the manager.” *(William S. Burroughs)***

**Many people worry so much about managing their careers but rarely spend half that much energy managing their lives. *(Reese Witherspoon, actress)***

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