

Management Terms: Management Gurus

Exercise 1: Go to the internet or library and find facts about **Peter Drucker**, then answer the following questions.

Comprehension Questions

1. In what sense did Peter Drucker 'invent' management?
2. What is *discontinuity*?
3. Apart from writing books, what are Peter Drucker's main activities?
4. What does he do every year?
5. Which of Drucker's books does Handy mention by name?
6. In what ways were Drucker's ideas influential in Japan?
7. Which sentence from Drucker's writing is most internationally well-known?
8. What is the potential problem with the idea of *management by objectives*?
9. What is the major problem for managers in dealing with *knowledge workers*, according to Drucker?
10. Who, in Drucker's view, is in the best position to deal with the social effects of competitive capitalism?

Discussion questions

Do you agree or disagree with the following statements taken from *Peter Drucker*? What are your reasons for agreeing or disagreeing?

1. *The future is going to be completely different rather than more of the same.*
2. *People are a resource, and not a cost.*
3. *There is only one valid definition of business purpose - namely to create a customer.*
4. *Management by Objectives can turn into management by targets and quotas, with workers spending more time chasing the numbers than doing the real work.*
5. *Government should legislate, regulate and provide the funds, but leave the doing to others*
6. *The entrepreneurial society has turned out to be great for those who can do it and pretty awful for those who needed the security of a large organization and have found it hard to survive without it.*

