

# GENERIC MANAGEMENT

Career Guide

**YOUR  
NEXT  
MOVE**

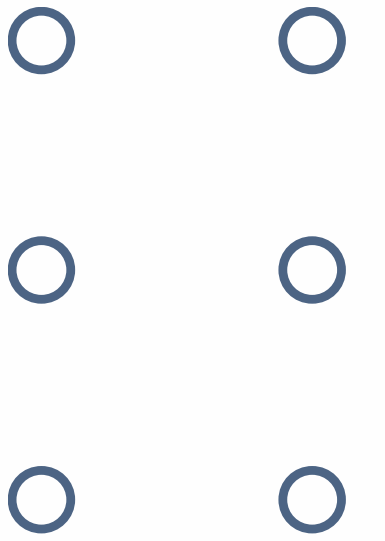


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## Management Overview

**We're so glad you're here.**

Unlock your potential and elevate your career – because sooner or later, high performers ascend to management roles. Gain the skills and experience needed to get ahead. Dive into the dynamic of management where leadership seamlessly intertwines with strategy. Managers are the architects of success, steering organisations towards growth and stability. They guide teams, make crucial decisions, and ignite innovation, shaping the future of businesses across diverse industries. Your path to leadership excellence starts here.





# Generic Management Functions

# 3



## Planning

Think of planning as creating a roadmap for success. Managers figure out the best way to achieve goals, making sure everyone is on the same page.



## Organising

That involves putting together a well-organized team. Managers decide what resources they need, divide tasks, make sure everything runs smoothly, and keep things in order.

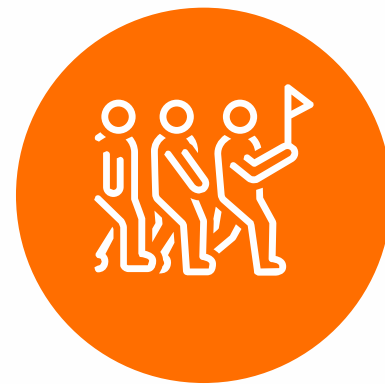






# Generic Management Functions

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## Leading

Managers inspire and motivate everyone to do their best, just like a coach brings out the best in a sports team.



## Control

Control is making sure things go as planned. Managers measure to check if everything is on track and make adjustments if needed







# How To Become a Manager

Developing a career in management involves blending education with practical experience. Consider pursuing a qualification in business management. Look for chances to hone your leadership skills. Take on projects in your organisation to stand out. Build a network, highlight your problem-solving abilities, and let your enthusiasm for leadership shine. Your path to becoming an accomplished manager starts with ongoing learning and a proactive approach to challenges. If you are new to the world of work, start with an internship or entry-level position.





# Character Traits of Great Managers



## Integrity

First and foremost, a great manager is honest.

## Goal Oriented

A successful manager is forward-thinking, driven to achieve results, resilient, well organised and a naturally good problem solver.

## Team-Oriented

A good manager wants to set a great example to their team by not being afraid to get their hands dirty and knowing that it's not all about them but their employees as well.





# Character Traits of Great Managers

## Communicate & Listen Well

Without that skill, managers struggle to encourage their staff, delegate, or critique performances – in short, connect with their staff.

## Trustworthy and Transparent.

A great manager can win the trust of his team. S/he involves staff and encourages them to ask questions and give feedback.

## They Show Compassion

They put people first instead of making decisions solely based on the bottom line or the 'numbers.'





# Salary Overview



## New Manager

Average salary  
South Africa

**R 300,000 to R500,000**

## Middle Manager

Average salary  
South Africa

**R 500,000 to R 800,000**

## Senior Manager

Average salary  
South Africa

**R800,000 to R1,500,000**

These general estimates can vary significantly depending on factors like the industry, region, and the specific company.



# Salary Overview



## New Manager

Average  
United States

**\$60,000 to \$90,000**

## Middle Manager

Average salary  
United States

**\$90,000 to \$120,000**

## Senior Manager

Average salary  
United States

**\$120,000 to \$200,000**

These general estimates can vary significantly depending on factors like the industry, region, and the specific company.





# Have Any Questions?

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