GLOBAL MARKET TAKEOVER OF MANAGERIAL CONTROL OF DECISION MAKING

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Abstract:

Each of the theoretical perspectives discussed in the last three year's regards managerial control of decision making as the central process relevant to the sociological analysis of management. However, each perspective develops a characteristic approach to the analysis of managerial control of decision making, both in respect of the nature of the decision making problem to which it is directed and the manner in which the latter is resolved.

This paper will examine managerial control as a social process directed to the organisation of work relations in social situations characterised by conflict over both the ends of productive activity and the means through which they are secured. It will focus on the changing control strategies and structures through which management have attempted to organise productive activity undertaken by social groups that bring conflicting priorities and interests to the work situation. A more detailed consideration of the source of the latter within higher levels of socio-economic organisation above that of the work organisation and business enterprise will be postponed until next three years.

Before proceeding to a more systematic analysis of managerial control strategies and structures, we need to relate the global market problem of managerial control to the last three years discussion of theoretical perspectives on decision making. This will provide a background against which we can examine different forms of managerial control of decision making.

Keywords:

The Global Market Problem, Managerial Control of Decision Making, Sociological Analysis of Management, Changing Control Strategies and Structures,