

# opción

Revista de Antropología, Ciencias de la Comunicación y de la Información, Filosofía,  
Lingüística y Semiótica, Problemas del Desarrollo, la Ciencia y la Tecnología

Año 35, 2019, Especial N°

# 19

Revista de Ciencias Humanas y Sociales

ISSN 1012-1587/ ISSNe: 2477-9385

Depósito Legal pp 198402ZU45



Universidad del Zulia  
Facultad Experimental de Ciencias  
Departamento de Ciencias Humanas  
Maracaibo - Venezuela

## **Importance of Management for Achieving Goals of Business**

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### **Abstract**

**Managing any business is one of the important human activities. In current time every individuals start making social organizations to complete their aims in life. These aim must complete by managing people on work, so managing has been essential to substantiate the coordination of individual efforts. Economically the work load is increase for managers and lots of organization have larger groups, so they must have to allocate specific task for employee and manages to manage work. Hence for, social control information has become crucial inside the ways in which managers manage advanced organizations. It is a method or series of continuous and connected activities. In this paper a study of importance of management for achieving goals of business is review and explain for economic business. These paper deal with the management of business by manager in any small or big organization. These s necessary to build a proper successful business.**

**Keywords: Management, Business Goals, Role of Managers.**

## **Importancia De La Gestión Para Alcanzar Los Objetivos Comerciales**

### **Resumen**

Gestionar cualquier negocio es una de las actividades humanas importantes. En la actualidad, cada individuo comienza a hacer organizaciones sociales para completar sus objetivos en la vida. Este objetivo debe completarse administrando a las personas en el trabajo, por lo que la administración ha sido esencial para corroborar la coordinación de los esfuerzos individuales. Económicamente, la carga de trabajo aumenta para los gerentes y muchas organizaciones tienen grupos más grandes, por lo que deben asignar tareas específicas para los empleados y se las arreglan para administrar el trabajo. Por lo tanto, la información de control social se ha vuelto crucial dentro de las formas en que los gerentes manejan las organizaciones avanzadas. Es un método o serie de actividades continuas y conectadas. En este artículo, se revisa y explica para los negocios económicos un estudio sobre la importancia de la gestión para lograr los objetivos de los negocios. Estos documentos tratan sobre la gestión de negocios por parte del gerente en cualquier organización pequeña o grande. Estos son necesarios para construir un negocio exitoso adecuado.

Palabras clave: gestión, objetivos comerciales, papel de los gerentes.

### **1. INTRODUCTION**

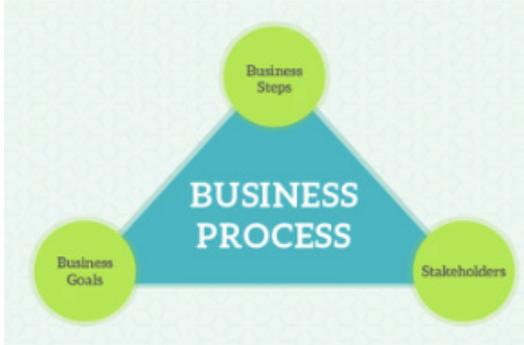
All concept have seen and worked beneath is a part of a management just one occasion or alternative. The word management is derived from a Latin world which have meaning a leader by hand. The economical is a good management and is one that really motivate the worker to go in good way of efficient and productive work. These gives the effective working in workplace. Therefore they are able to safely determine that a decent manager should not raise workers to try and do one thing that they should not do by themselves. In correct manner, the management is only effective when it involves individual organizing and directional working. And also the influence of resources for the betterment of work. These strategy leads to high level productivity of business and produce best positive output in any field. It is not important to have lots of person working together or a single person managing some operations in company. The employee

should give a good performance in every department by following their manager's concept and provide effective growth of business at the end of year.

One of the most necessary parts of your business set up are going to be the section titled, "Goals and Objectives". Simply put, this section is going to be used to assist in your business designing and direction. This section may be revisited at any purpose in time throughout your business to make sure the business has met the made public goals and objectives and is on "track". If your set ups appear to have strayed from the initial plan, you'll then verify why the plans of the business have modified and the way to induce back on "track". Management of business advantages similarly because the ideas of the merchandise, brand, or resource management. It is regarding the daily management of programmers to deliver business worth. Programmer management could be a basic technique for making certain most advantages for Associate in Nursing organization from integration of project management activities. It is a tool of strategic reflection. In step with Mlybari, programmer management's key feature is business support. Therefore, the business has to increase in proper manner.

## 2. RELATED STUDY

Consistent with control innovations, "control is that the technique of reaching shape dreams through operating with and thru parents and opportunity shape sources". Management has three most important characteristics as explain bellow. It is a business method of inter connected activities. It includes the business steps which are carried out throughout the business operation and a business goal which are maintain by the manager in the company for maintaining company operations. The stakeholders are business walkers for selling and marketing sales. The goals are only achieve when staff works with process and maintain the assets of company. The company have both type of gender employee either men or girls working in company. So the work is same or different it depend upon the type of work given to them. But the goals are same and work have to fulfill in particular time limit. At the end of completion of work the business always have to full field with quality output. So due to these employee also promoted with high salary and position in enterprises.



**Fig. 1: Business Process**

In business process a step by step processing of joined task is follow and they deliver a finished task to a customer after complete work assurance. A business method is a group activity, which is follow by steps and concentrate to complete business goals. It is used to complete structure goals of company. The method should involve clearly outlined inputs and one output. These inputs are created from all of the factors that contribute to the accessorial worth of a service or product. These factors will be categorized into management processes, operational processes and supporting business processes.

Management processes govern the operation of a selected organization's system of operation. Operational processes represent the core business. Supporting processes like human resources and accounting are place in situ to support the core business processes.

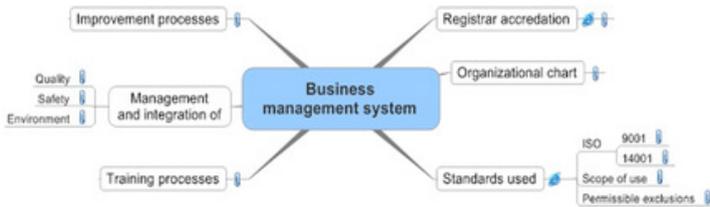
The definition of the term business method and also the development of this definition since its conception by economist in 1776 has diode to such areas of study as Operations Development, Operations Management and to the event of varied Business Management Systems. These systems, in turn, have created a trade for beats per minute computer code that seeks to alter method management by connecting varied method actors via technology.

A method needs a series of actions to realize a precise objective. Beats per minute processes are continuous however additionally yield ad-hoc action. Processes will be easy or complicated supported variety of steps, variety of systems concerned etc. they'll be short or long running. Longer processes tend to possess multiple dependencies and a larger doc-

umentation demand.

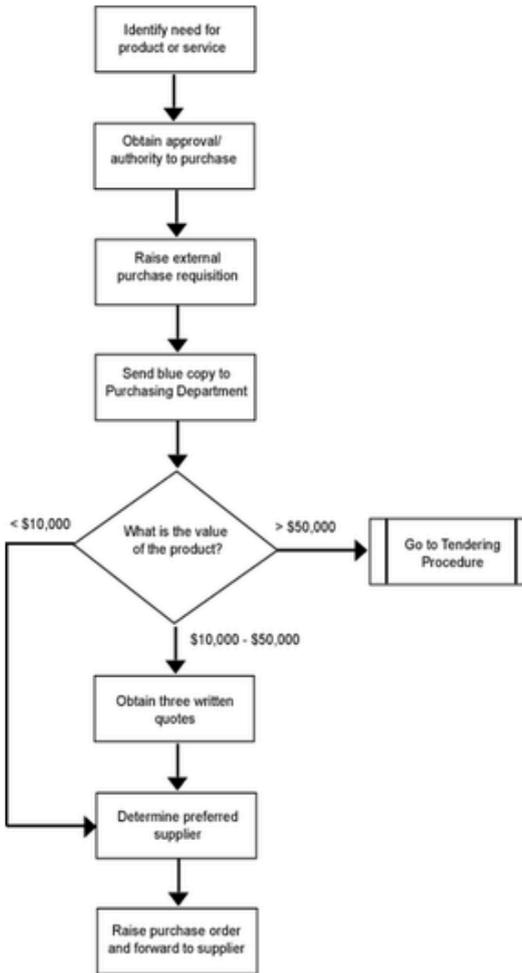
### 3. PROPOSED SYSTEM

Enterprise is highly method relies upon heavily on procedural guidelines that guide precise techniques. And those strategies drive the numerous business control device. A business management system should not be legal for standardization. Small company with small selling a=can be part of big business value. The big company always a have the standardization and there employee are associated in such government terms and condition. The any company have the proper register accreditation for future stability in market place. This has to improve for effective outcome.



**Fig.2: Business Management System**

While in this method each person is a part of a business they may be going to answer the query. American nation it’s virtually the manner we’ve perpetually finished matters is ok; they have created companion degree excessive case right here and haven’t stumble upon too numerous agencies that use standardized commercial enterprise management gadget desire standard. They have to create their staff aware of the essential needs of information manner, technique and Gadget of company. However they have visible workers like clerk And this employment have to fill with needed procedures for rules and regulation. These with approaches and commercial enterprise control structures. The employee with illegal employment can be case your company for fraud case and ban the company as any miss working is found. As they have rights to do that. The mapping is important for any business, to start any business you can use mapping as graphs and data for information.



**Fig. 3: Flow Diagram of Business management System**

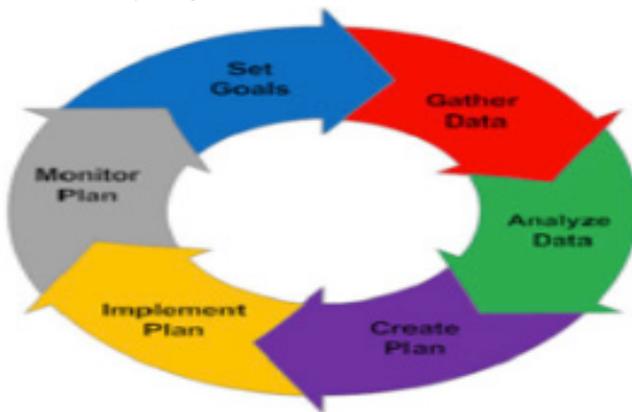
This flow diagram of business management system shows the sequential flow for processing business. All of these introduce to the power of graphical thinking through the tools techniques which are used to raise purchase of order. The mind is set for a visual mapping, are changed in a very positive way.

Now I do perceive that if you're already mistreatment graphical data management tools at this time; why would you think about mistreatment Mind mapping too? This is often a matter that has got to be answered so as to justify adopting another tool into your business operations. You'll notice

I even have used a 3 pronged approach to mapping in paragraph 5 of this text. This is often vital, as Mind mapping is simply a primary step to experiencing the exponential growth of gaining additional management over all aspects of your BMS mistreatment graphical data management tools. Imagine having one purpose of access to any or all of the procedures, processes, documents, policies and protocols of your whole BMS, at hand among a scientific framework.

4. Business Goals

Medium-term - belongings you would love to accomplish at intervals VI months to one year. These will be slightly additional general in nature than the short-run goals. 3. long-run - belongings you would love to accomplish one year and. These will be additional general, however ought to offer the reader a sign of the general direction you're headed in developing your business with a watch for the long run. Some business homeowners notice it advantageous to appear to the five to ten year mark moreover to obviously outline wherever they might wish to steer their business.



**Fig. 4: Process of Goals**

Evaluate the importance of business processes in delivering outcomes based mostly upon business goals and objectives. Structure of associate organization is that the manner the individuals and completely different departments square measure started out. School's structure is explained. It's is wide split into Thai and foreign areas with completely different departments that move daily to satisfy its processes and functions. There's proof to recommend it uses the matrix model.

If the varsity continues to grow, with smart business management to, the varsity can still create a profit. However will the varsity perform its func-

tions to satisfy its objectives? A program as an example is crucial to providing quality teaching and clearly quality teaching is that the school's main objective. In keeping with my seniors, shows the communication method they're going to follow in change a program. One amongst 3 individuals will decide that amendment in program is required; the top Mistress, Director of foreign employees, Head of Department. Reasons for an amendment may be because of results, government changes, non-public tests changes, or parent's requests. Communication method of college can follow once change a program, wherever pleased with the program or not pleased with the program. These example shows the right management in school to grow school life.

##### 5. ROLE OF MANAGER

In any company and business there must be one manager to handle all projects and manage day to day activities in the operation. In big company they should have a group of managers which will manage team by team work operations in different departments of organization that they have tough to specialize in work. In such way if manages handle department they it will easy for an owner to make sure of all work details in particular area. And they can corporate area and look well manage work.

A manager always have focus on effectiveness of business and levels of growth. They have to ensure the correct things of business happen at the correct time. First of all as manager they have to set performance objectives with employees and then process further. After setting objectives with employees they should prepare budgets and review complete income projections. After study of projection they develop action plans to achieves there goal. The cooperation may uses many money making programs or a valuable speech programs to motivate the skills of plan in business. Manage the complete work in company. The manager manages different tasks in organization and make centered working by logically providing attention to the each and every problems in the organization.

A manager always plays an important role in an every work of organization. They are the leaders for their workers which are going through the process. The managers are ideal for their employee, so employee always follow their manger. This is because manger always teach ways to achieve goal easily and steadily by building effective solution for every problems in many things.

In order to effectively lead the enterprise for the manager and to achieve its goals in organization. It is necessary to apply principles of systematic

thinking about problem. Many leaders have many offers of job in other company, but to stick them in same company manages a have to do some beneficial action toward them with a selection rules and operational process of company. Company have to create best visual for people to maintain their interest in company. The system thinking have important role for selection of employee, to maintain the beneath of company in future and can gives the successful result of working in sensible manner. The managers have to perform and behave meaningful in every essential are of operation toward the benefit of company.

- **Set Goals**

As the leader, the manager have to taught to set goals of company and also every member of staff have to taught to reach at intervals of exact amount of year time. The goals are set by leader and they have to complete by staff in time. So the work may depend upon the department of company. These might be product based work. The variety of product that every employee needs to manufacture on a day after day. At the end of a day orders that everybody will end and, on the next day new shoppers that the staff will get. These is a challenging goals which is given to the staff par day, these will motivate the staff by particular duration order and helps to achieve goals and objective of organization. These objectives are set of a day and if everybody are able to get sensible results and reach their goals daily, then they are going to have a way of fulfillment and gifts from company declaration.

- **Assign Task**

The manger have main role as for every work have to assign every day task to everyone in the staff. This is to make sure that the daily operation and business activities of the corporate is correctly undertaken by staff. The necessary part of this is to assign task to employee which are able to complete that task properly and make consistent working and have capability to maintain goal of task regularly. Managers tough in such a manner that staff have to complete their task in a day limit to maintain department performance and for assurance of quality output at the end of session.

- **Motivate the Staff**

The manager is a good motivator for their staff and he role as a boss for them in corporate. So the maintenance for fulfillment of task by staff is important for manager. So they have to behave friendly with their staff and always behave like pushing forward to them as an approachable toward work. If manager is approachable then it will for them to easily deal with great work for company and inspire then and make them inspirable for

people to join as workers in company.

On the opposite hand, a frontrunner may be a adviser which are always inspire employee towards aim of business and some of them inspire other worker as greatness of team lead. For instance, they are called leaders when they share their ideas of vision to all for achieving goals for organization. The employees in the enterprises do the team work for styling a program and develop a new techniques to resolve a problems. Leaders encourage employees and other people to achieve a goals in organization and also inspire people to join team and build community and capability within and outdoors the organization. These will make learning environments for a people within which folks will grow and develop themselves without concern.

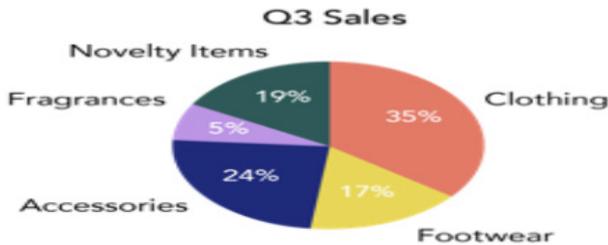
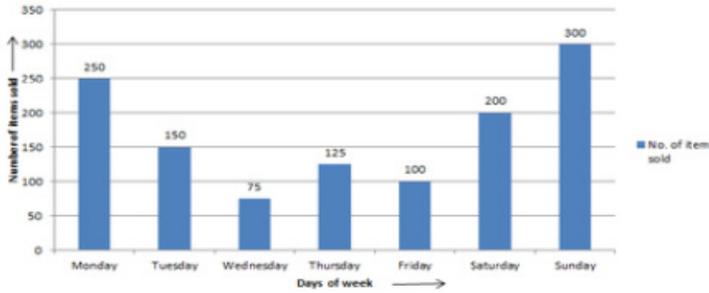


Fig. 5: Pie Diagram of Q3 Sales

Leaders always follow their rules and assignment for successful growth in any corporation. There follower people are always follow steps of leader and they are loyal to them. Manager always follow company policy in their work and perform same as that policy. But in many cases there supporting people are not with them. Every time leader try to convince people and motivate to do task. On other hand manager look for the employee and finish work from that employee and does process to complete every task with coordination.

Leaders and managers have different responsibility. Leader always present as a motivational and person to whom other can follow. People always do like leader does in there example. Leaders and manager are not identical as some people says that there are similar in doing. Both of them have different role in presentation. Some manager present leadership quality as do like me but the always proposes some social control quality.



**Fig. 6: Graph of Weekly Sales**

Management is most important thing in any field of work either it is small or big management is require. It is like a science because it has lots of causes and effective applications for real time work. Management is always depend upon some specific principles and process with rules. The complete activity is manage by continuous observation. The employees and coworkers are not used to follow managers, they work slightly different as the want to do for task. The manager comes with lots of advantages to increase the growth of company. The good management always set target to complete task and manage resource in proper manner to completely optimize resource utilization. It help to create economic structure for company growth. Such management will increase profit of company and there ranking in countries.

The resource management is important for proper production. So when corporation's resources are properly manage and bad that means wastage in resource are reduced, then it will increase the area unit. Resource optimization is necessary for utility as well as for production growth in corporate. The workers are happy when the management of resource is good and the wastage is reduces effectively.

## 6. CONCLUSION

In this paper a study of importance of management for achieving goals of business is done and explain. For the growth of company management is most important. The managers perform an important role for managing task in group. Firstly a goals can be set to make a specific planning and implementation of work.

## Acknowledgement

The authors acknowledge Ho Chi Minh City Open University, Vietnam,

for helping this research.

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Revista de Ciencias Humanas y Sociales

Año 35, Especial N° 19, 2019

Esta revista fue editada en formato digital por el personal de la Oficina de Publicaciones Científicas de la Facultad Experimental de Ciencias, Universidad del Zulia.  
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