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Sofia Lagoda¹, Yuliya Sobol²

¹student of group FEU-510, National University «Zaporizhzhia Polytechnic»

²PhD (Philology), assistant prof. National University «Zaporizhzhia Polytechnic»

THE ESSENCE, GOALS AND OBJECTIVES OF ORGANIZATION'S RELATIONSHIP MANAGEMENT

Management is a kind of activity of leading people. an area of knowledge aimed at forming and ensuring the achievement of the organization's goals through the rational use of available resources.

The purpose of management, as a science of management, is to study the laws and patterns of the life of organizations and relations between employees in the management process.

Management is the process of influencing the subject of management (that is, the one who controls) on the object of control (that is, what is being controlled) to achieve a given goal, processes that ensure the maintenance of the system in a given state and transfer it to a new state of the organization through development and implementation targeted impacts. The development of control actions includes the collection, transmission and processing of the necessary information, decision-making.

Control action is the impact on the control object aimed at achieving the control goal.

Management should promote the development of the market, commodity-money relations in the wholesale trade in the means of production, convertibility of money, and stabilization of market prices.

Management is an element and function of organized systems of various nature (biological, social, technical, etc.), ensuring the preservation of their structure, maintenance of the mode of activity, implementation of the program and goals of activity.

Two main tasks of management can be distinguished: maintaining order (organization) in the community and establishing general rules of behavior; production

of necessary and distribution of available resources (tools, clothing, food), arrangement of dwellings.

These tasks grew with the increasing complexity of the economic activity of people, which subsequently led to the industrial revolution, the emergence and growth of the number of factories, the emergence of problems of increasing the efficiency of labor, production and management. Since that time, the efforts of specialists have improved the methods and methods of production, organization and management, and it is to that period that the emergence of the science of management is attributed.

The subject of research by specialists and scientists was the relationship that arose between the subjects and objects of management of production processes.

The object of management can be industries (industry, agriculture, transport), territorial communities of people (region, district, city), individual stages of reproduction (production, sales, supply), aspects of economic activity (product quality, interaction with the consumer, marketing), types of resources (financial, human, etc.), as well as characteristics of production (efficiency, attitude to work, quality of life, level of employment).

Management subjects are managers of various levels holding a permanent position and empowered to make decisions in certain areas of activity (director, manager, board of directors, city mayor, city council, head of department, quality group, city trade and industrial.)

Management functions determine the stable composition of specific types of management activities, characterized by the homogeneity of goals, actions or objects of their application.

It is impossible to imagine management without the targeted activities of the governing entities.

The goal of management is the desired state of the object of management - the organization - related to the future. In general, the goal is a mental anticipation, and therefore an ideal description of the result of an activity.

The main goal for which the organization was created and operates is called a mission.

The goals of the next levels serve as a means to achieve the goals of the previous levels, and so on, up to the formulation of objectives at the lowest level. At the same time, individual goals determine goals of a higher level and vice versa.

Tasks are the same goals, but if the goals can only potentially be achieved, or may turn out to be unattainable due to certain conditions and unfavorable factors, then the tasks must be solved.

The goals are classified by level (national economic, sectoral, territorial, enterprises, etc.), duration (prospective, current), coverage of the problem and scale of action (strategic, tactical).

Having familiarized with the main tasks, goals of managing the organization's relationship, we can conclude: Management is an art on which the future development of a company, business, enterprise depends. The quality of work is the organization and thorough preparation (from the general concept to the smallest detail) that comes with the experience of the organization. Learning the science of managing the relationship of an organization, you can achieve the set goals and objectives and come to a perfectly coordinated mechanism.