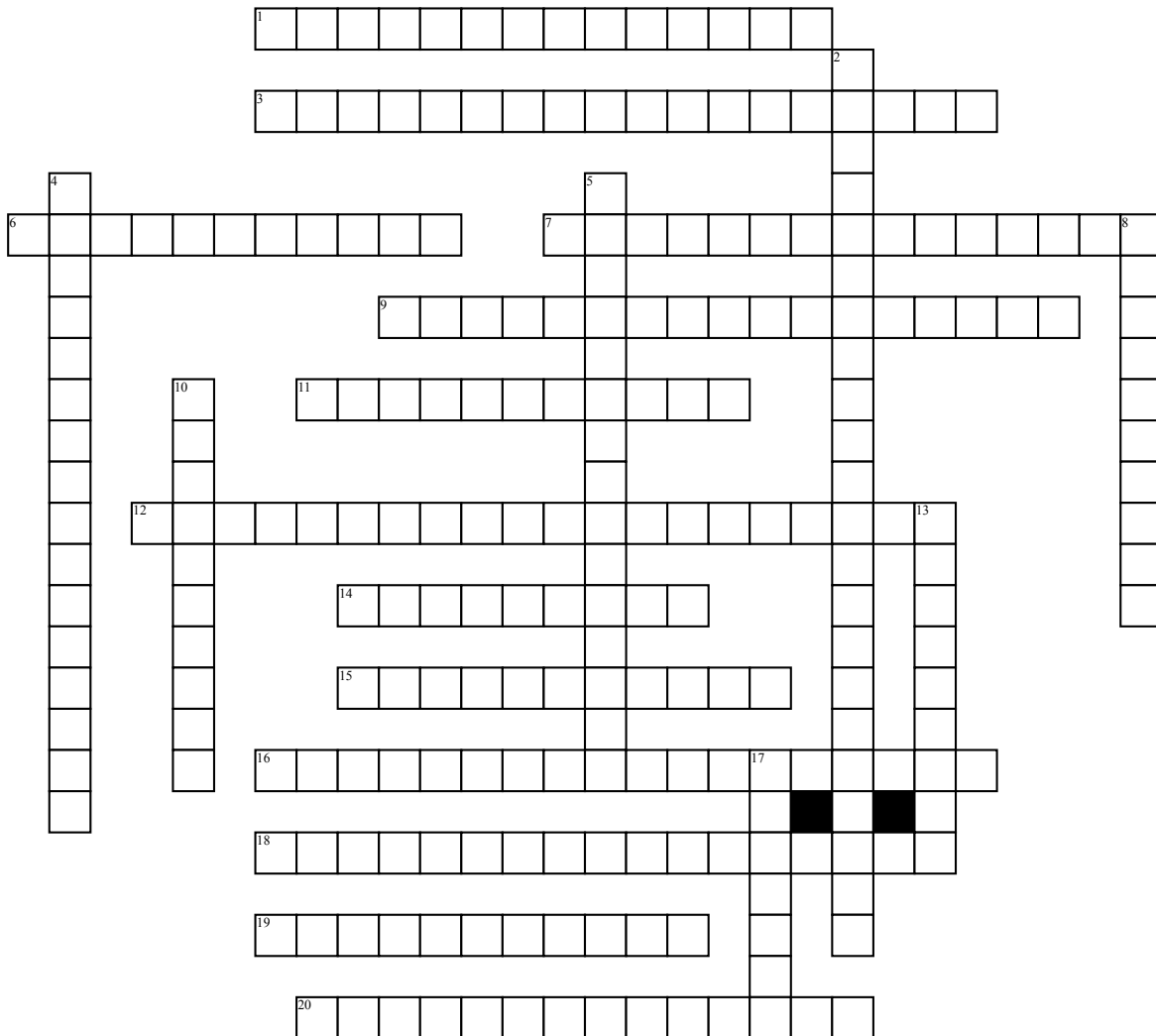


# BUsn



**Across**

- 1. imple-ment the policies and plans of the top managers above them and supervise and coordinate the activities of the first-line managers below them
- 3. as monitor, disseminator, and spokesperson— managers receive and communicate information with other people inside and outside the organization.
- 6. is defined as monitoring performance, comparing it with goals, and taking cor-rective action as needed.
- 7. consist of the job-specific knowledge needed to perform well in a special-ized field.
- 9. is responsible for just one organizational activity
- 11. consist of the ability to work well in cooperation with other people to get things done

- 12. is the ability of an organization to produce goods or services more effectively than competitors do, thereby outperforming them.
- 14. the buying and selling of goods or services over computer networks
- 15. is “the awareness that emerges through paying attention on purpose, in the present moment, and nonjudgmentally to the unfolding of experience moment by moment.
- 16. managers interact with people inside and outside their work units
- 18. make short-term operating decisions, directing the daily tasks of nonmanagerial personnel
- 19. make long-term decisions about the overall direction of the organization and establish the objectives, policies, and strategies for it.
- 20. is responsible for several organizational activities.

**Down**

- 2. either work alone on tasks or with others on a variety of teams.
- 4. consist of the ability to think analytically, to visual-ize an organization as a whole and understand how the parts work together.
- 5. managers use information to make deci-sions to solve problems or take advantage of opportunities. The four decision-making roles are entrepreneur, disturbance handler, resource allocator, and negotiator
- 8. are interpersonal “people” skills needed for success at all levels
- 10. Finding ways to deliver new or better goods or services
- 13. using the Internet to facilitate every aspect of running a business
- 17. is defined as motivating, directing and otherwise influencing people to work hard to achieve the organizaion's goals