

# WHAT IS THE MANAGERIAL MIND?

Панова В.В.  
Руководитель Зими́на С.В.

Панова Валерия Владиславовна – студентка (бакалавр), Московский Государственный Университет имени М.В. Ломоносова, факультет государственного управления, Москва, Россия.

E-mail: valery.846@gmail.com

**Annotation.** Today people are busy solving their problems at work and nearly everyone seeks to be successful in affording everything he or she truly wants. In such environment some people start building up a certain type of thinking which helps to succeed in the world of business. In the article the author defines what a managerial mind is, describes its peculiar features and reveals some common features of the background of successful managers.

**Key words:** business lifestyle, business skills, management, managerial mind, type of thinking, psychology

Today people are so busy working out their problems at their jobs and nearly everyone seeks to be successful to be able to afford everything he or she truly wants. In such environment some people start building up certain type of thinking which helps to succeed in the world of business. This type of thinking is called managerial mind.

So what is it? Majority of people are sure that it's the same with being a sole proprietor. The author has faced a problem that there is no definition suitable for such a term.

It all comes from stating what management is. According to the Merriam-Webster dictionary management – is the act or *art* of managing: conducting or supervising of something. In this case the word art needs to be highlighted in this definition. It is crucial because it makes it clear that a manager is a creator of art. Likewise any other people of arts – musicians, artists, actors, poets and etc. Erich Fromm had been trying to prove that love is an art. Now this comparison is moved onto the process of management.

Like in any other art it needs a specific type of mind which forces to create, but also being a manager means to be able to analyze past, current and future situations happening, thus the analytical mind. Scientists say that all the people are divided into two parts considering which part of their brain is developed – analytical or creative. To the managerial minded people the point is to have both of the equally developed. As we say in Russia – the talented human is talented in everything.

Being a manager is a lifestyle and addiction just like the caffeine addiction, but as you succeed your mind needs something more serious to work upon, any successful manager will prove it. As you get an idea you will start thinking and making everything to make it realistic and to bring it to life. While creating a person with the managerial type of mind predicts all the difficulties, making these barriers insignificant and attracting on his way all the needed resources. Managers only need to create, win and hold the leadership. Being a managerial-mind kind of person is not just a job – its a *lifestyle*.

These people always look for new resources, actually any kind of resources. Among them there are surrounding people, who can bring ideas, money, connections, everything what people use just for living, born managers use for satisfying their management needs. Let's remember the Maslow's Hierarchy of needs and now we can realize that there must be a new upgraded hierarchy for those people who have a management infection. Managerial mind is not a bad thing but it makes people robots in some kind of way, so they consciously sacrifice many human benefits. The managerial needs are placed right above the physiological needs because as it was

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mentioned above people sacrifice their health, sleep, families, time and other benefits in order to satisfy their managerial needs.



**Chart 1.** Upgraded Maslow's hierarchy of needs appropriate for the managerial-type-of-thinking people

It was decided to check whether managerial mind is an acquired or a genetically inherited ability. 3 famous managers who have shown incredibly effective results as the managers were taken into account. Trying to summarize their biography I can say that all of them are coming from the typical families and had to face some problems which formed their personality. Henry Ford was born in the family of farmers and felt a giant passion to the mechanics, so as he grew up he left his family, who wanted him to be a farmer for doing what he wanted himself. Roman Abramovich's parents died when he was a little child and then he had to move from one relative to another. He had to grow up early and those problems have formed his character. Steve Jobs was an adopted child who has moved out pretty early as well to do what he really wanted to do.

While doing the research the author was asked a question – why are the most of successful managers male? It all comes from the type of thinking mentioned earlier – the combination of analytical and creative thinking. Regularly women have their left side of the brain less developed and often give priority to their emotions. All the most successful managers were building their paths themselves, facing tons of difficulties and thus having their character formed. They were born being leaders and their managerial mind is a result of their childhood, number of problems solved and the need to rule and manage. Therefore it should be pointed out that this ability is acquired with the flowing of life. Psychological challenges form the need to be a leader, to rule, to risk and achieve one's goals. Managerial minded people are always eager to study and love self-education, because knowledge is a resource and all of those people do everything to multiply any of their resources.

In conclusion, it must be remembered that managers are those who have to be able to look at the world through a number of distinct lenses, synthesize the chaos of reality into a coherent image and then use leadership skills to move people to positive action.

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