

# FOUR BASIC TYPES OF TOP-MANAGEMENT ORGANIZATION

THE THREE ZONES OF TOP MANAGEMENT	TYPE A	TYPE B	TYPE C	TYPE D
<b>ZONE 1</b> <b>TRUSTEESHIP MANAGEMENT</b> Representing, safeguarding, and furthering stockholders' interests; determining basic policies and broad course of the business; reviewing and appraising over-all results.	<b>BOARD OF DIRECTORS</b> Meeting usually monthly or quarterly.	<b>BOARD OF DIRECTORS</b> Meeting usually monthly or quarterly.	<b>BOARD OF DIRECTORS</b> Meeting usually monthly or quarterly.	<b>BOARD OF DIRECTORS</b> Meeting weekly or oftener as necessary.
<b>ZONE 2</b> <b>GENERAL MANAGEMENT</b> Planning, directing, co-ordinating, and controlling the business as a whole—determining objectives, establishing operating policies, and securing results—within the scope of basic policies established and authority delegated by the board.	<b>CHIEF EXECUTIVE</b> Consulting informally with individual departmental executives as necessary.	<b>CHIEF EXECUTIVE</b> Working in conjunction with a formally constituted <b>COUNCIL OF DIVISIONAL EXECUTIVES</b> Who are called together as necessary from their departmental duties. Meeting weekly or oftener as occasion demands.	<b>COUNCIL OF GENERAL EXECUTIVES</b> Consisting of the chief executive and a few other top officers who devote full time to the interests of the business as a whole, delegating to departmental or divisional executives wide responsibility for management of specific operations. Meeting several times a week.	<b>BOARD OF DIRECTORS</b> Meeting several times a week.
<b>ZONE 3</b> <b>DIVISIONAL MANAGEMENT</b> Standing fully accountable to general management for the successful conduct of the respective departments, divisions, or subsidiaries of the company.	<b>DIVISIONAL EXECUTIVES</b> Including all executives, regardless of rank or title, who are directly responsible to general management for their respective departments, divisions, or subsidiaries.	<b>DIVISIONAL EXECUTIVES</b> Including all executives, regardless of rank or title, who are directly responsible to general management for their respective departments, divisions, or subsidiaries.	<b>DIVISIONAL EXECUTIVES</b> Including all executives, regardless of rank or title, who are directly responsible to general management for their respective departments, divisions, or subsidiaries.	<b>INDIVIDUAL DIRECTORS</b> Devoting major attention to the management of their respective departments, divisions, and subsidiaries.