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## MANAGERIAL SKILLS IN SME'S AND LARGE SCALE UNITS IN GROWING SECTORS OF BHIND AND MALANPUR

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### Introduction

The data was obtained through a randomly chosen mail sample of SME owner-managers. Level of leadership and consensus, each of the respondents noted and used for separate statistical analysis by a wisely nominated set of scale records. For various interpretations, arbitrary indicators of self-documented success were gathered for small and medium-sized data compared to impartial data. Once, SMEs were often unable or unable to provide the required economic and organisational information. There is a widespread reluctance of owners to make objective data accessible and also to control objective outcomes that are published as benefit efficiency.

Moreover, it appears to be difficult to compare financial data and SME operating targets in a number of industries. The simple points of the output metrics are adjusted by industry-related variables. In addition, objective calculations must be unidirectional and fault-disposed. Obtainable independent data gathered regularly using a range of approaches, of differing quality authorisations in various time structures and of varying significance, is thus difficult to verify the accuracy of the published financial data. In addition, the analysis of a subset of data that are related targets that want the position to a mixture of productivity and production of bladder targets or cover the specific results. Thirdly, there is an indicator that the owner's output data has reasonable standards of reliability and precision. Even if they are prone to hindsight prejudice, the understanding of managers is completely related to independent and neutral incidents (Venkatraman and Ramanujam 1987). **According to Nieman and Nieuwenhuizen (2014), growth and the desire for growth should be embedded in the mindset of the person who founds or starts a new business.**

For instance, on January 9, of the 178 companies available for trade, only 71 companies saw any trade on NSE Emerge, with the turnover at around INR4 crore and volumes at 1.17 million. On the BSE SME, while 230 companies were available for trading, only 71 saw trades on January 9, with a turnover at INR7.2 crore and volumes at 1.6 million. Merchant bankers shouldn't vanish once the IPO is done and they get their fee. There should be more control and checks for them, especially those who were responsible for most of these companies that have gone bust or where the promoter only ran away. "Unless Sebi or the exchanges take a more serious view on the role of merchant bankers in these *IPOs*, **there won't be any real deterrent for them to not encourage such companies from getting listed,**" **Developing leadership skills is critical to the success of an employee who wants to gain influence and become an integral part of his business (Bialowas 2018; Litau 2018)**

And why exactly is it that great leadership is a must for small businesses? Here are a few justifications: This can be taken in more than one way in order to give direction. In the context of a target, a larger image, a company needs direction. It allows anyone who is involved with the organisation to feel like they are working for a target, which will possibly make anyone involved more efficient. Giving direction on a daily basis is critical as well. Although many workers are self-starters, the job can be accomplished without much help, which is not the case for everybody. In their daily work, a great leader can motivate staff who need a little more direction.

The leader of a small company is often charged with defining the "feel" of the company in order to create the "feel" of the business. Some firms may be more relaxed or laid back, and some may have strict deadlines and dress codes. The company's leader must be the one who sets the tone for this, otherwise there will be discord in the company. Image of what would happen if both laid-back employees and more rigid employees were part of a business team. Without a simple plan on where to go, no one can agree on how to get things done.

This ties in somewhat with the other two reasons to keep the organisation cohesive. In a business, it is necessary for everyone to work towards a common objective. Not only has the leader set this goal, but he also helps employees in any way he or she can, because everyone works for the so-called greater good.

The leader of a small organization must also exhibit outstanding leadership qualities. Some people are very born champions, they're the ones who have been leading the pack from a very young age on the playground. But not everyone is like this in the corporate world. Any individuals who want to lead their own business need to understand what a good leader is, and if they hope to be good, they need to gain any valuable leadership qualities.

Although there are many qualities that a great leader has to possess, in the small business world, I believe there is a more specific set that is particularly important. While the ability to think ahead may be the most important in a larger company, thinking

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about what is happening right now, it is critical for a small business owner / leader to be able to imagine where in five years the company will be. Running a profitable small business without a realistic, forward-thinking strategy is hard, if not impossible. To remain afloat, small businesses must always be looking for the next big thing.

Responsibility-a small company's chief must absolutely be accountable. I know it might seem stupid to even discuss this, but it's not always as straightforward as some may think. Being accountable would include things such as proper management of money, timeliness, and professionalism. Not only must the leader of a small business keep the business going, but also set a great, positive example for everyone else in the business as well. Another important characteristic for leaders is to be enthusiastic. There is no denying they are enthusiastic about what they are doing when you look at accomplished leaders and entrepreneurs. As a leader, your energy and enthusiasm will fuel your efforts, and your staff, partners, and clients will take notice. Passion is contagious, so if you're naturally excited about your company, it'll probably be the people around you too. Also, for many leaders, enthusiasm appears to translate into charisma, which helps them gain greater media attention. All this is without noting that it's just more fun to build a company based on what you're passionate about than building a company based on monetary opportunities alone.

### References

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