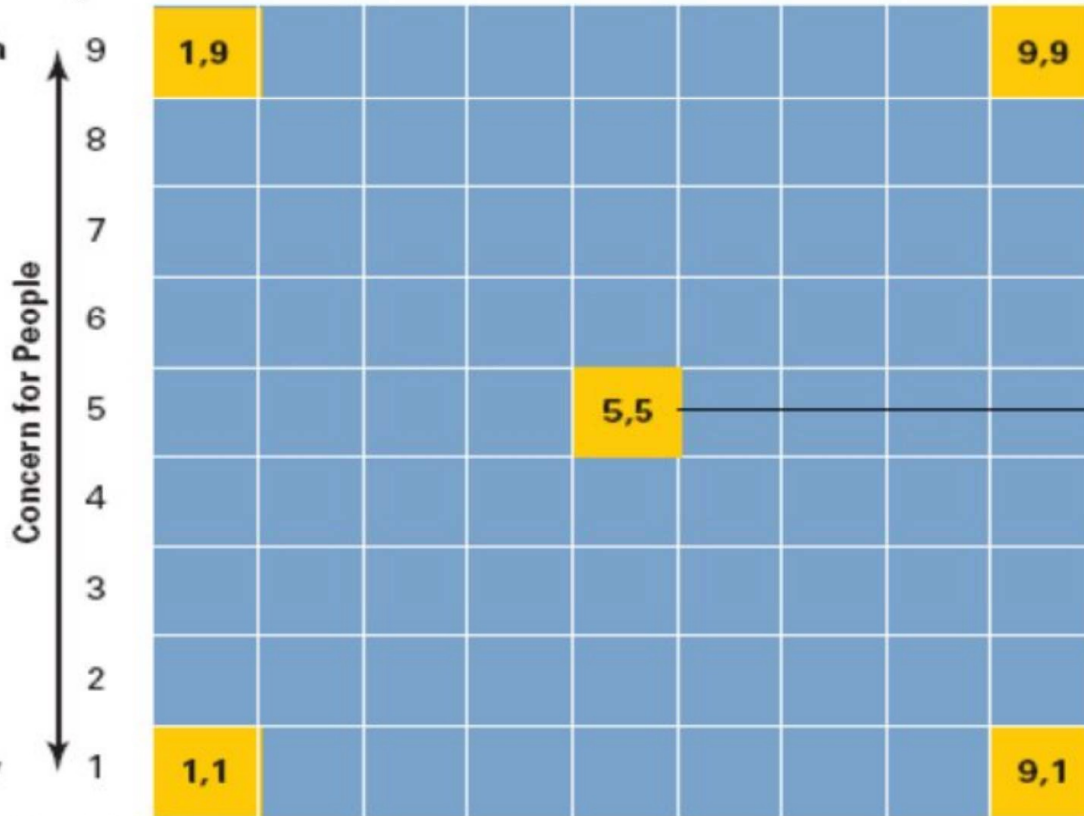


## Blake & Mouton's Managerial Grid

**Country Club Management**  
Thoughtful attention to needs of people for satisfying relationship leads to a comfortable, friendly organization atmosphere and work tempo.

**Team Management**  
Work accomplished is from committed people; interdependence through a "common stake" in organization purpose leads to relationships of trust and respect.

High



Concern for People

Low

**Impoverished Management**  
Exertion of minimum effort to get required work done is appropriate to sustain organization membership.

**Middle-of-the-Road Management**  
Adequate organization performance is possible through balancing the necessity to get out work with maintaining morale of people at a satisfactory level.

Low

Concern for Production

High

**Task Management**  
Efficiency in operations results from arranging conditions of work in such a way that human elements interfere to a minimum degree.