

55 Views | 0 CrossRef citations to date | 0 Altmetric

Original Articles

Management by objectives: a case history

D. W. Cheetham

Page 378 | Published online: 06 May 2008

🗨️ Cite this article 🔗 <https://doi.org/10.1080/09613218008550922>

🖼️ Sample our Built Environment journals, sign in here to start your access, Latest two full volumes FREE to you for 14 days

🗨️ Citations

📊 Metrics

🖨️ Reprints & Permissions

Read this article

🔗 Share

Abstract

Management by objectives (MBO) is a mutual assessment process whereby managers set their own targets, in consultation with their superiors, in order to integrate company goals with their own. This article describes the experience of a lecturer in a business school who has used MBO in his own practice. Here, a lecturer recounts his experience of using MBO in the UK, and how it emerged in the UK. When successful, MBO can be used to improve performance in the UK.

We Care About Your Privacy

We and our 911 partners store and access personal data, like browsing data or unique identifiers, on your device. Selecting I Accept enables tracking technologies to support the purposes shown under we and our partners process data to provide. Selecting Reject All or withdrawing your consent will disable them. If trackers are disabled, some content and ads you see may not be as relevant to you. You can resurface this menu to change your choices or withdraw consent at any time by clicking the Show Purposes link on the bottom of the webpage. Your choices will have effect within our Website. For more details, refer to our Privacy Policy. [Here](#)

We and our partners process data to provide:

Use precise geolocation data. Actively scan device

I Accept

Reject All

Show Purpose

Re

Information for

- Authors
- R&D professionals
- Editors
- Librarians
- Societies

Opportunities

- Reprints and e-prints
- Advertising solutions
- Accelerated publication
- Corporate access solutions

Open access

- Overview
- Open journals
- Open Select
- Dove Medical Press
- F1000Research

Help and information

- Help and contact
- Newsroom
- All journals
- Books

Keep up to date

Register to receive personalised research and resources by email

 Sign me up

- 
- 
- 
- 
- 
- 

Copyright

Accessib

Registered
5 Howick Pl

or & Francis Group
orma business



×