Contents

Acknowledgements		7
Note on the Author		7
Foreword		9
Chapter 1	Applying the Managerial Approach to Tertiary Sector Colleges	13
Chapter 2	Establishing the Aims and Objectives of the College	25
Chapter 3	Setting Objectives for Individuals	36
Chapter 4	Staff Development	45
Chapter 5	Performance Appraisal	56
Chapter 6	Evaluating the Managerial Approach	66
Chapter 7	The Future of the Managerial Approach	76
Notes		83
Bibliography		91
Author Index		99
Subject Index		101