

# Chapter 7 Business Management

## Section 7.2 Management Functions

### Reading Activity—Apply Knowledge

**Directions** Read the background paragraph and use your knowledge of managerial structures to draw a chart showing the relationships of the various positions in the sales department mentioned in the background paragraph.

#### Background

The vice president of sales has recently reorganized the sales department into four regional operations. Each of the four regions—Northeast, Southeast, Central, and West—has a regional manager. All of the regions have sales representatives who report to the regional managers. The Northeast and Southeast regions have three sales representatives, the central region has two sales representatives, and the West region has four sales representatives. At corporate headquarters, a sales analyst and meeting coordinator report to the vice president of sales.

