

An important part of management is the making of rules. As a means of regulating the functioning of an organisation so that most routine matters are resolved without referring each issue to the manager they are an essential contribution to efficiency. The mere presence of carefully considered rules has the double-edged advantage of enabling workers to know how far they can go, what is expected of them and what channels of action to adopt on the one side, and, on the other, of preventing the management from behaving in a capricious manner. The body of rules fixed by the company for itself acts as its constitution, which is binding both on employees and employers, however, it must be remembered that rules are made for people, not people for rules. If conditions and needs change rules ought to change with them. Nothing is sadder than the mindless application of rules which are out-date and irrelevant. An organisation suffers from mediocrity if it is too rule-bound. People working in will do the minimum possible. It is called "working to rule or just doing enough to ensure that rules are not broken. But this really represents the lowest level of the employer/employee relationship and an organisation afflicted by this is in an unhappy condition indeed. Another important point in rule-making is to ensure that they are rules which can be followed. Some rules are so absurd that although everyone pays lip-service to them, no one really bothers to follow them. Often the management knows this but can do nothing about it. The danger of this is, if a level of disrespect for one rule is created this might lead to an attitude of disrespect for all rules. One should take it for granted that nobody likes rules, nobody wants to be restricted by them, and, given a chance, riots people will try and break them. Rules which cannot be followed are not only pointless, they are actually damaging to the structure of the organization.

Title: Effective Rule Making

Making rules is efficient for an organization to function properly in routine. The presence of rules helps the employees to understand their duties and responsibilities to avoid any unpleasant situation. The organization must have rules according to the circumstances. If the organization has outdated and binding rules it will seem as organization is ruling the people merely. This will lead to unhappy workplace. Secondly, an organization must avoid to form such rules which are ridiculous and not followed by anyone. Even nobody likes to rule and people often break such rules. Also these absurd rules have bad implications for an organization.

Some societies have experimented with eliminating the middleman. Prices can certainly be controlled better if the government acts as the middleman, because, after all, goods have to be lifted and transported to the other parts of the country. But governments are not usually very efficient or quick in these matters. Nor are they economical — a lot of file-and-paperwork involving a lot of people adds up to a lot of indirect expense. Although in theory it ought to be possible to reduce prices by eliminating the middleman, in practice it seems to be an essential evil. Business can be left to find its own level in accordance with the so-called 'laws' of supply and demand. By and large, Pakistan is what is called a 'sellers' market because essential goods are usually in short supply or are inclined to fall below the needs of an overgrowing population. Market manipulation in such a situation is easy and unfortunately fairly common. Goods usually disappear at about the time they are needed most, leading to price spirals and malpractices. Price control under such circumstances becomes a little unrealistic unless a huge department can be set up with vigilance terms and inspectors empowered to raid shops and warehouses. The efforts to control a seller's market is so great and the costs so high that in fact not a great deal of control can be exercised. An alternative method is to encourage the growth of buyer's market in which the customer has a choice between many competing products. Competition automatically forces good quality and low prices on the goods. This is at present only possible in the high production areas of the world. But competition leads to malpractices of a different kind. Survival for a business often depends upon the destruction of competing business and big companies have a natural advantage over small ones. An obsessive drive to 'sell' is generated in such a system. Huge sums are spent on advertising, the costs of which are transferred to the buyer. People are tricked and badgered into buying things they do not really need.

Title : Price Control : Middleman and Market Manipulation

In some societies removing the middle man has practised. Government can play its role to control prices but its inefficiency and bureaucratic processes are hurdles. So the elimination of second man has become a necessary evil. Pakistan has become a 'seller' market. There is a shortage of essential goods. When demand is high the goods are either short or available at high prices. Official measures are required to control the prices which is costly. The best practise is to increase in competitors. The buyer ^{will} have more options which result is high quality and low prices. The competition often lead to unethical practice. The companies spend huge amount on advertisement to capture people to buy unnecessary things.

دھوئی مہاشھرے کا ایک صفیردن ہے۔ وہ بچے گندے پڑے دھوگا نہیں
 صاف سٹھارکتا ہے۔ وہ بلے سٹورے اٹھتا ہے اور اپنے گانگوں کے گھروں
 میں جاتا ہے۔ ان کے میلے پڑے اٹھتا کرتا ہے اور گھوٹی میں باندھ کر گھر
 آتا ہے اس کے بعد وہ انہیں کسی نریا دریا کنارے لے جاتا ہے اور انہیں دھوٹا ہے
 دھونے کے بعد انہیں سو کھنڈ کر لے دھوپ میں ڈال دیتا ہے دوسرے کو اس کی
 بیوی کو دھونا لے کر آتی ہے۔ کسی درخت کے نیچے بیٹھ کر کھانا کھاتا ہے، شام
 کو گھر آتا ہے رات کو دھونے پڑے گھروں پر اسٹری کرتا ہے اس کے بعد
 کا پھر اس کام میں اسکا بیٹا جاتا ہے۔

The washerman is a useful member of our society.
 He keeps us clean by washing our dirty clothes.
 He gets up early in the morning and goes to
 his customer's house. He collects their filthy clothes,
 ties them in a bundle and returns home. After
 that he takes them to the bank of river or canal
 and washes them. After washing he dries the clothes
 in the sunlight. His wife brings the lunch in the afternoon.
 He eats the food under the tree. He returns home in
 the evening. He irons the washed clothes in the night.
 Every member of his family lends a helping hand in
 his work.

مسافر بھدوری کا محتاج ہوتا ہے۔ ہم گھر سے جب باہر جاتے ہیں تو اپنے عزیزوں رشتہ
 داروں اور دوستوں سے دور ہو جاتے ہیں۔ اس لئے ہم چاہتے ہیں کہ ہمارے ساتھ کوئی
 محبت سے پیش آئے۔ معمولی معمولی چیزوں کی ہمیں ضرورت ہوتی رہتی ہے صاف
 ستھرا بستر بھی ہمارے لئے ضروری ہے اور کھانا بھی اچھا جو ہماری عمر کی موافق ہو۔ اگر یہ
 چیزیں مسافروں کو حاصل نہیں ہو سکتیں۔

The traveller needs sympathy. When we go abroad then we get
 away from our dear ones, relatives and friends. Therefore, we want
 to be treated kindly. We often require ordinary things.
 Neat and clean bed and food according to our wish is also
 necessary for us. Frequently these things could not be available
 to travellers.