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Research Article

Strategic Management and Its Relationship to Decision-Making for the Administrative Bodies of Tennis Clubs

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Abstract:

The problem of the research lies in the need to know the extent to which the strategic management of the President of the Sub-Tennis Federation is used and the characteristics that the President must have in order to be a successful leader because his work in the field constitutes an important and decisive factor in improving the Federation's performance and its reflection on the decision-making of the Federation's members and thus in achieving The desired results, as well as the lack of a study related to strategic management and its relationship to decision-making in tennis, the researcher used the descriptive approach to solve his research problem due to its suitability and the objectives of the research, and to achieve the objectives of the current research required the preparation of a strategic management scale, and the preparation of a decision-making scale, so the researcher followed a set of steps, which Explained in detail within the research. The basic experiment was carried out by applying the strategic management scale to a sample of the building numbering (80) members with the aim of conducting a preliminary statistical analysis of the scale's items. After applying the scale and collecting the data, it was statistically processed and the results were extracted, in light of which the most important conclusions were reached, which is the validity of the strategic management scale. Which the researcher prepared to measure the degree of strategic management among members of tennis sports clubs.

Keywords: Strategic management, decision making and administrative bodies

Introduction:

Tennis competitions have witnessed rapid development in recent years, and interest in this game has begun to increase and it has attracted the attention of many, making it one of the most popular games in many countries of the world. It is one of the individual games that requires many organizational aspects in order for the tournament to be organized in the best way and thus lead to the development of the game, and the Iraqi Central Tennis Administrative Bodies hold multiple tournaments annually. The role of this strategic management has emerged so that teamwork has a positive impact that greatly serves the process.

The importance of the research lies in covering important aspects in revealing the importance of strategic management among the heads of the tennis administrative bodies and the extent of its relationship. With their ability to make decisions, and in order to achieve progress and progress forward in the process and provide the best,¹ the problem of the research lies in the need to know the extent of the use of strategic management by the president of the tennis Sub-Federation and the characteristics that the president must be distinguished in order to be a successful leader because his work in the field constitutes a factor It is important and decisive in improving the federation's performance and its reflection on the federation's members and decision-making, and thus in achieving the desired results. Also, due to the lack of a study related to strategic management and its relationship to tennis decision-making.

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Research Objective

Identify the relationship between strategic management and decision-making in tennis.

Practical part

The researcher used the descriptive approach on the members of the administrative bodies of tennis clubs (Police - Peshmerga - Industry - Dokan - Al-Qasim - South Gas - Marine - Army - Erbil - Haditha - Al-Daghara - Balad - North Refineries) in Iraq for the 2022-2023 season, who numbered (140). Members distributed among (13) clubs,

Field research procedures

To achieve the objectives of the current research, it was necessary to prepare a strategic management scale and prepare a decision-making scale, so the researcher followed the following steps:

- Procedures for preparing standards for strategic management and decision-making in tennis.
- Determine the goal of the two metrics.
- Determine the areas of the two scales.
- Preparing the initial version of the strategic management scale
- Determine the method and basis for formulating the paragraphs of the strategic management and decision-making standards: In constructing the items for the two scales, the steps followed in the method of drafting the items according to the Likert method were taken into account due to its distinctiveness as follows:
 1. It is distinguished by its flexibility due to the large number of alternatives.
 2. He has high honesty and stability.
 3. Reduces the degree of guesswork and chance factor.

The following principles were taken into account in constructing the scale items:

- The paragraph should have a single meaning, be interpretable once, and be easy to understand.
- Avoid using the negation method so as not to confuse the subject.
- The paragraphs were written in simple and clear language.

Formulating the scale items and answer alternatives:

- Determining the validity of the scale items and answer alternatives.
- Preparing instructions for answering the scale.

Exploratory experience

Its purpose is to identify the clarity of the instructions or paragraphs of the scale in its initial form, as well as to know the obstacles and difficulties that may hinder the application of the main experiment, as well as the time taken to answer

the paragraphs of the scale. Therefore, the scale was applied to a sample of (10) members of the administrative body, and it was evident from the experiment The instructions and paragraphs of the scale are clear and understood by the sample members, and the average time taken to answer the scale was (15) minutes.

Main experience

The basic experiment was carried out by applying the strategic management scale to a sample of (80) members with the aim of conducting preliminary statistical analysis of the scale items.

Description of the strategic management scale in its final form

The scale consists of (37) items distributed over the four areas: (9) items for the field of organizational structure, (9) items for the field of strategic environmental analysis, (9) items for the field of strategy formulation and implementation, and (10) items for the field of strategic evaluation and control.

It is corrected through the correction key, which consists of five alternatives, which are (always, often, sometimes, rarely, never). The weights were given (5-4-3-2-1), respectively. The highest score obtained by the subject is (185) degrees. The lowest score is (37). The hypothetical mean of the scale is (111). Whenever the score obtained by the subject is equal to or higher than the hypothetical mean, this indicates the prevalence of strategic management among the members. Paragraphs were added to reveal the credibility of the answer outside the total number.

After completing the construction of the strategic management scale and preparing the decision-making scale, the scales were applied to the members of the application sample, which numbered (50) members for the period from 4/1/2022 to 4/1/2023.

Description of the final decision-making measure:

The scale consists of (19) items that are corrected through the correction key, which consists of five alternatives, which are (always, often, sometimes, rarely, never). The weights were given (5-4-3-2-1) respectively. The highest score gets The test had a score of (95) and the lowest score was (19), and the hypothetical mean was (57) items.

Results

The reality of strategic management and decision-making among members of the administrative bodies of tennis clubs

After we achieved our first and second research goal in preparing the strategic management and decision-making scales, it became clear after analyzing the data that the arithmetic mean for the strategic management scale for the

members reached (132.58) with a standard deviation of (37.82), and for the decision-making scale, the arithmetic

mean for them reached (67.95). With a standard deviation of (23.62), and table (19) shows this

Table 1: Shows the arithmetic and hypothetical mean and the t-value calculated for a sample of members of the administrative bodies of tennis clubs for the strategic management and decision-making scale

Scale	Sample	Mean	Hypothetical mean	STDEV	(t) value	Sig.	Indications
Strategic management	50	132.58	111	37.82	8.28	0.000	Sig.
Make decision		67.95	57	23.62	9.91	0.000	Sig.

By comparing the arithmetic mean with the hypothesized mean of the strategic management scale, it was found that there were apparent differences, so it was tested with a t-test (to identify the statistical significance of these differences. It appeared that the value of (t) calculated for members of the administrative bodies of tennis clubs reached (132.58), which is greater than the value of (SIG) at the level of significance (0.05), which means that the difference is statistically significant, and this result can be interpreted in light of what was obtained, as it became clear that the strategic management of the institution is more proactive than responsive in the course of its activity, and therefore has relatively control over its fate, The main advantage of strategic management lies in helping organizations develop better strategies by taking more objective, logical and systematic approaches when making strategic choices.[2] Strategic management is also useful in developing strategic thinking among tennis club members and identifying the characteristics that distinguish the institution from other competing institutions, and gives the possibility of possessing a competitive advantage, allocating available resources, and increasing efficiency and effectiveness.[3] Decision-making for members of the administrative bodies of tennis clubs can be explained in organizing ideas, which is

done by reading the situations required by the management of the club and the situations that they encounter during management, which requires them to make decisions in all the matters that they face during their work, as they overlap with the decisions taken by them in many situations.[4] They must review those decisions to improve performance and correct wrong decisions, which makes members responsible for their behavior in making any decisions in order to seek to provide justice in decision-making and reduce the rate of errors, to reach the best level in administrative performance. On the one hand, and on the other hand, they should The member of the sub-union must possess a set of cognitive attributes, as well as the correct understanding and awareness of the various situations that he experiences during his management of the club and how to respond to them, which give him cognitive experiences that make him able to think and act quickly. The more experience and knowledge, the quicker the reaction.[5]

The relationship between strategic management and decision-making among members of the administrative bodies of tennis clubs

Table 2: Shows the correlation coefficient for the research sample

Variables	Correlation coefficient	Calculated T-value	Tabular T-value	Significance level	Indications
(Strategic Management) (Decision Making)	0.694	12.234	1.96	0.05	Sig.

Presenting, analyzing and discussing the results of the percentage of strategic management’s contribution to decision-making for members of the administrative bodies of tennis clubs For the purpose of identifying the percentage of strategic

Management’s contribution to the decision-making variable, the researcher used simple regression in order to extract the value of the percentage of contribution resulting from the value of the square of the correlation between them, and Table (3) shows this.

Table 3: Shows the significance of the correlation coefficient and the percentage of strategic management’s contribution to decision-making

Variables	Nature of correlation coefficient	The value of the correlation coefficient R	Contribution ratio R2	df	F-value	Indication
Strategic management Decision making	Simple	0.62	0.38	233-1	146.08	Significant at 0.00

It is clear from Table (3) that the percentage of strategic management’s contribution to the decision-making index was high, and this is confirmed by the calculated (F) value of

(146.08), which indicates that the shared variance between the two variables was large, and this is evident through the significance level of (0.00).

Discussion of Results

Strategic management has become one of the necessities of work in all institutions, including the administrative bodies of sports clubs, which must be included in the strategic plan, which is setting a clear future vision for what the clubs want to achieve, and setting various paths for implementation mechanisms to reach these goals and objectives, with continuous evaluation and monitoring to modify any There is a deviation in these paths according to the completely identical strategic plan of the clubs' strategic management, which is part of the organizations' integrated strategic plan.^[6] Strategic management contributes to increasing the clubs' ability to face competitive conditions, and helps them to do so through their technical and financial resources to ensure that they achieve competitive advantage, after rapid scientific changes and tremendous technological change in all sciences, and the strong entry of strategic management into all administrative institutions, including sports clubs. Any organization that wants success and continuity cannot neglect strategic management, and not use it in all of the organization's work, and all administrative work must be subject to management.^[7] A future strategy that evaluates the present, benefits from the past, and looks to the future. One of the most important goals of strategic management is the participation of all employees in developing the plan, so that they can be partners in the success of the organizations' goals in general, so that they are satisfied and motivated to achieve these goals because they participated in setting them, and the decision-making process is the basis The work of members of the administrative bodies of the clubs included in the research, as we find that planning, organization,^[8] personnel management, leadership and control are the main functions of management, and we find that each of them relates to decisions clearly, in order to implement the plan and set goals, and that the decision-making process is based on the fact that the decision is the basic process in management.^[9] The manager's real work is to make the decision that distinguishes the best and most optimal alternative from among the various alternatives available, and thus choose the optimal alternative. It also expresses the ability of administrative officials to provide sufficient information at the university, find appropriate alternatives, and evaluate the best alternative to achieve the desired goal, taking into account the quality of the decision, the time of making the decision, and the speed and ease of implementing it while achieving the maximum return.^[10]

Conclusions

The validity of the strategic management scale that the researcher prepared in measuring the degree of strategic management among members of tennis sports clubs, and the validity of the decision-making scale that the researcher prepared in measuring the degree of decision-making among members of

tennis sports clubs. The members of tennis sports clubs enjoyed a good amount of (strategic management and making Decision), there is a positive correlation between strategic management and decision-making among members of tennis sports clubs.

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