The purpose of this paper is to apply the Conductive Management System (G.S.C.) model and the Systematic Organization and Management Focus to a university level academic unit. The design, development, application and evaluation of efficiency indicators were employed in an Venezuelan university academic unit. Indicators were employed in the following management categories: effect, impact, efficacy, efficiency, quality and economy. The results obtained indicated that the academic unit improved its levels of effect, impact and efficiency over time and could also improve the categories of quality and economy. Data as to efficacy was not available at the moment of the study. The results indicate guidelines for the formulation of academic policy for decision making and execution of actions designed to correct and better the functioning of university dependencies. These indicators, and the models from which they derive could be applied to other academic units in the university or to other higher educational institutions that offer academic degrees or titles. The conclusion is that the measurement and evaluation of management indicators are effective practices in implementing auto-regulation and control in institutions of higher education.

**Keywords**

Indicators, efficiency, academic units, universities.