



## **MANAGERS**

**VS**

## **LEADERS**

<b><u>The Effective Manager</u></b>	<b><u>The Inspirational Leader</u></b>
<b>Plans</b>	<b>Envisions</b>
<b>Organizes</b>	<b>Inspires</b>
<b>Directs</b>	<b>Leads</b>
<b>Controls</b>	<b>Guides</b>
<b>Delegates</b>	<b>Empowers</b>
<b>Forms Groups</b>	<b>Builds Teams</b>
<b>Driven by numbers</b>	<b>Driven by Quality</b>
<b>Procedural processing</b>	<b>Creativity-Innovation</b>
<b>Technical</b>	<b>Conceptual</b>
<b>Operational effectiveness</b>	<b>Strategic Agility</b>
<b>Follows Policy</b>	<b>Builds Trust</b>
<b>Has goals and tasks to complete</b>	<b>Has a Mission to accomplish</b>
<b>Deals with employees</b>	<b>Fosters a Win-Win Environment</b>
<b>Ordering skills, Tells</b>	<b>Listening skills, Asks</b>
<b>Solves problems</b>	<b>Offers choices</b>
<b>Compensates</b>	<b>Rewards</b>
<b>Company training</b>	<b>Self development</b>
<b>Strives for output</b>	<b>Strives for Excellence</b>
<b>Source of "know-how"</b>	<b>Source of "self-motivation"</b>
<b>Material handling</b>	<b>Idea development</b>
<b>Product development</b>	<b>People cultivation</b>
<b>Structural/Short-term planning</b>	<b>Charismatic/Long-term outlook</b>
<b>Symptoms</b>	<b>Root cause</b>