



## MANAGERS

**VS**

## LEADERS

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