

LEADERS

VERSUS

MANAGERS

SUCCESSFUL ORGANIZATIONS NEED A
MIXTURE OF BOTH



Develop vision and strategy

Motivate and inspire.

Explain "where we are going"

Ask questions

Are concerned with the long view

Are big-picture oriented

Are concerned with people

Have followers

Do the right things



Develop policies and procedures

Direct and control.

Explain "what we have to do"

Give directions

Are concerned with the here and now

Are bottom-line oriented

Are concerned with projects

Have subordinates

Do things right