



## Are You a LEADER or a MANAGER?

- ◇ The manager administers; the leader innovates.
- ◇ The manager is a copy; the leader is an original.
- ◇ The manager maintains; the leader develops.
- ◇ The manager focuses on systems and structure; the leader focuses on people.
- ◇ The manager relies on control; the leader inspires trust.
- ◇ The manager has a short-range view; the leader has a long-range perspective.
- ◇ The manager asks how and when; the leader asks what and why.
- ◇ The manager has his eye always on the bottom line; the leader has his eye on the horizon.
- ◇ The manager imitates; the leader originates.
- ◇ The manager accepts the status quo; the leader challenges it.
- ◇ The manager is the classic good soldier; the leader is his own person.
- ◇ The manager does things right; the leader does the right thing.

*On Becoming a Leader, Warren Bennis, Inc.*