

## Are You Managing or Leading

<b>Managing</b>	<b>Leading</b>
Functional	<b>Inspirational</b>
Manage progress	<b>Set direction</b>
Tactics	<b>Strategy</b>
Performance focus	<b>Future focus</b>
Repetitive	<b>Innovative</b>
Rely on 'sight'	<b>Act on 'insight'</b>
Analytical	<b>Intuitive</b>
Predictable	<b>Bold</b>
Stability	<b>Change</b>
Risk Adverse	<b>Risk Taking</b>
Manage options & possibilities for risk	<b>Manage options &amp; possibilities for opportunity</b>
Rewards	<b>Supports &amp; empowers</b>
Coordinating	<b>Role Modeling</b>
Administration	<b>Persuasion</b>
Discipline	<b>Development</b>
Clarifying Objectives	<b>Coaching</b>
Monitoring	<b>Forming</b>
Policy Supervision	<b>Conceptualization</b>
Compliance	<b>Commitment</b>
Short Term	<b>Long Term</b>