





Management consists of **controlling** a group or a set of entities to **accomplish a goal**. Leadership refers to an individual's ability to **influence**, **motivate**, and **enable** others to **contribute toward organizational success**. <u>Influence</u> and <u>inspiration</u> separate leaders from managers, not power and <u>control</u>.



MANAGER

- gives direction
- has subordinates
- holds authority
- tells you what
- · has good ideas
- reacts to change
- · tries to be a hero
- exercises power

LEADER

- asks questions
- · has followers
- is motivational
- · shows you how
- actions good ideas
- creates change
- · makes hereos
- develops power

Leadership Management

Motivation

Communication

Delegation

Empathy

Standup to supervisor

Goal Exploring

Interpersonal

skills

Technical skills

Supervisory abilities

Decision Making Discipline

Public Speaking

Supervising

Negotiation

Stanup to subordinates

Goal Setting

MANAGEMENT VS LEADERSHIP SKILLS SKILLS

Discipline

Project management

Negotiation and persuasion

Ability to understand

Public speaking

Organization

Supervisory

Attention to detail

Ability to follow plan

Willingness to stand up to subordinates

Goal-setting/ measuring

both

Interpersonal skills

Supervisory abilities

Technical knowledge

Decision making

Active listening

Coaching

Empathy

Motivation

Communication

Delegation

Deeper understanding

Ability to innovate/ forward thinking

Willingness to stand up to superiors

Goal exploring/reflecting

teambuilding"





MANAGEMENT 1/8 LEADERSHIP

head of the team

givesdirections

convey orders from higher ups

instructs

follows rules

gives orders

is an authority

focuses on day to day

has confidence in their roles

the ones in charge

assigned responsibility

is a title

is power

seeks to be the best on the team

is a job

maintains the status quo

makes marks on pages

says "this is what I think"

says "call if you need me"

part of the team

asks questions

brainstorms with teams

inspires

reinvents rules

gives autonomy

is an ally

imagine sthe long term

has confidence in their teams

the ones leading the charge

intrinsic responsibility

is a choice

is influence

seeks to bring out the best in the team

is a lifestyle

improves organizational performance

makes marks on people

asks "what do you think?"

regularly checks in and ask how to help

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