



# MindTeam Solutions

*Proven Techniques You Can Use to Communicate, Cope, and Lead in Uncertain Times*

## Manager VS. Leader

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Manager → a person who manages; esp. one who manages a business, institution, etc.

Leader → a person who leads; directing, commanding or guiding head, as of a group or activity.

*Webster's New World Dictionary of the American Language. William Collins + World Publishing Co., Inc. ISBN #0764565451.*

- **“Walk the job.”** Get out among your people and perform the tasks that they perform. Listen. Watch. Empathize. Learn what they do and deal with.
- **Lead by example.** Be seen working smarter and with more determination than anyone else. Inspire others to achieve the same results.
- **Consider that a manager is a title, job position, or status.** A leader is a way of being. Be more than a manager; be a leader.
- **Focus on new horizons and creating goals as a leader.** A manager focuses more on implementing something that someone else put in place, or is most concerned about systems rather than future possibilities.
- **Lead with vision and strategies.** Manage operations and budgets.

*“Management is getting people to do what needs to be done. Leadership is getting people to want to do what needs to be done. Managers push. Leaders pull. Managers command. Leaders communicate.”*

*– Warren Bennis, PhD., Author of “Leaders on Leadership”*



**MindTeam Solutions, Inc.**

*Great things happen when groups get together!*

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Tips from “Stuff for Busy People” pocket reference book series