

| A Manager... | A Leader... |
|----------------------------------|-------------------------------|
| Administers | Innovates |
| Is a copy | Is an original |
| Maintains | Develops |
| Focuses on systems and structure | Focuses on People |
| Relies on control | Inspires trust |
| Has a short term view | Looks from a long perspective |
| Asks how and when | Asks what and why |
| Has his eye on the bottom line | Looks to the horizon |
| Imitates | Originates |
| Accepts the status quo | Challenges the situation |
| Is a classic good soldier | Is his own person |
| Does things right | Does the right thing |