

Management and Leadership

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Leaders	Managers
Lead people	See that projects are completed
Inspire people to do things (pull)	Require people to do things (push)
Empower followers	Control and direct subordinates
Seek a new reality	Accept reality
Innovate and initiate	Achieve day-to-day work
Develop	Maintain
Have a long-range perspective	Have a short-range view
Motivate people	Problem solve
Create a vision	Do things efficiently
Are about 'what' and 'why'	Are about 'how' and 'when'
Challenge the status quo	Work within the status quo
Does the right thing	Does things right

Making the Jump from Manager to Leader

- Think long term – where do you want to go? Where do you want your organization to go?
- Connect and commit to a vision – being a leader requires passion
- Engender passion in others
- Check action against your vision
- Be honest about your strengths and needs; focus on areas that are less strong

