


Management:


Leaderships vs management

Business Comm

S2

Prof. Belfakir

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- ◆ To lead is to “inspire (motivate) people and influence policy.”
 - ◆ The difference between leaders and managers lies in qualities and functions.

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- ◆ List some of the characteristics & behaviors of a positive leader in your opinion.
 - ◆ Think of a leader you admire and say what you admire in him/her.

Leadership

People, first

Integrity

Vision

Self-awareness

Change

Manager	Leader
Imitates	Innovates
Is a copy	Is original
Maintains	Develops
Focuses on tasks	Focuses on people
Controls	Inspires
Asks how and when	Asks what and why
Does Things Right	Does the Right Things



Who is the leader/manager??

1. Depends on authority.
2. Uses people.
3. Talks more, listens less
4. Takes initiatives
5. Motivates, supports and backs his people up.
6. Is always willing to learn.
7. Seeks to improve people's lives.
8. Lays the blame on others.
9. Is ready to learn from employees.
10. Takes advantage of people.
11. Gives orders and expects others to obey.
12. Generates enthusiasm.
13. Develops people.
14. Says 'we' & 'let's go'.
15. values change.
16. Shows respect to employees.
17. Inspires fear.
18. Appeals to the heart.



Decide whether the following statements are true or false.

- ◆ Managers normally focus on work & tasks. (T/F)
- ◆ Managers connect with others on the human level. (T/F)
- ◆ Leaders ensure that effective resources are used for the task at hand. (T/F)
- ◆ Leaders read a range of emotions in others and respond appropriately. (T/F)
- ◆ Managers Create a work environment in which innovation can increase. (T/F)
- ◆ Leaders ensure problems are eliminated. (T/F)
- ◆ Leaders help groups to develop a shared picture of a positive future. (T/F)
- ◆ Managers learn new ways to make the business competitive. (T/F)
- ◆ Leaders develop and implement effective business plans. (T/F)
- ◆ Leaders are followed because of their personality and their beliefs. (T/F)
- ◆ All managers are leaders. (T/F)



Insert the most suitable word

- ◆ Managers tend to..... (order, impose, compose)
new procedures without(insulting,
consulting, supervising) employees.
- ◆ No one seems interested in maintaining
(moral, morale, morality) among the staff.
- ◆ The manager does not make his subordinates feel
.... (value, valued, admired).
- ◆ Managers are (authority, humanitarian,
authoritarian) and expect (superiors,
collaborators, subordinates) to be lazy.

- ◆ Managers need to put their staff (charged, in charge of, charging) their own projects, allowing them to make more (satisfaction, productivity, decisions).
- ◆ Employees need to feel there are plenty of (need, opportunities, manifestations) for (work, promotion, better) and that the system is (nice, responsible, fair).
- ◆ (recognition, empowerment, growth) is giving responsibility for key decisions to employees.

performance, duties, inspiring, communicating,
supervising, profit, traits, resources

- ◆ In business, leadership is linked to While it's not solely about profit, those who are viewed as effective leaders are the ones who increase their company's.....
- ◆ Leadership requiresthat extend beyond management..... To be effective, a leader certainly has to manage theat their disposal. But leadership also involves....., andto name three more of the primary skills a leader has to have to be successful.