

Leading

Managing

Vision and strategy
Creating value
Influence and inspiration
Have followers
Leading people
People Focused
Charismatic style
Risk and change seekers
Appeal to the heart
Proactive
Sets direction
Raising expectations
Ask Questions

Accomplish a goal
Explain vision
Organization figureheads
Motivate others
Mobilize resources

Policies and procedures
Counting value
Power and control
Have subordinates
Managing work
Work focused
Authoritarian style
Risk averse and stability
Appeal to the head
Reactive
Plans detail
Maintain status quo
Give directions