

# Managers Vs Leaders

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# Business Leader

- What is A Leader?
- Role of A Leader?

## A leaders is:

- Someone who gives us direction and helps us find the way to where he/she knows we ought to be.

YOUR JOB .... Rewrite this definition of a leader... in your own words correcting and editing it to meet the group's definition.  
ALL MEMBERS of the group must agree on the final definition.



# Good Leaders Should Have These Traits

- Visionary
- Committed
- Curious
- Decisive
- Morally good



**“An organization's ability to learn, and translate that learning into action rapidly, is the ultimate competitive advantage.”- Jack Welch**

# Managers:

- A manager is responsible for overseeing a department or group of employees within a specific organisation or company.
- Managers are utilised in every sector, and the business model relies on their leadership and ability to operationalise the management structure.
- Working as a manager is an accomplishment because it demands a professional's ability to successfully lead, oversee multiple business operations, manage stress, and effectively communicate with coworkers.
- Across every sector, managers contribute to businesses in significant ways, which are reflected in company profits, and overall workplace morale.
- The manager acts as a bridge from senior management for translating higher-level strategies and goals into operational plans that drive the business.

# Responsibilities

- When entering a management position, you are expected to set this tone:
  - **Set Goals:** A manager articulates both short and long-term goals to ensure a company's longevity.
  - **Motivate:** As a leader, a manager motivates staff and creates an environment where employees thrive.
  - **Training:** If new employees are hired or new technologies or systems are introduced to business, it is a manager's job to train them.
  - **Evaluation:** To encourage satisfactory work, managers evaluate data and employee performance.
  - **Administration:** Managers complete administrative work and correspond with other departments.

# Essential Skills of the Manager

- Managers need to develop and hone the following skills:
  - **Leadership:** You've got to be able to set priorities and motivate your team members. This involves self-awareness, self-management, social awareness, and relationship management. Be a source of energy, empathy, and trust.
  - **Communication:** Become a student of effective communication in all its applications, including one-on-one, small groups, large groups, email, and social media. Realize that the most important aspect of communicating is listening.
  - **Collaboration:** Serve as a role model for working together. Support cross-functional efforts and model collaborative behaviors to set the example for your team members.

# Essential Skills of the Manager

- **Critical Thinking:** Strive to understand where and how your projects fit into the bigger picture to enhance your effectiveness. Review priorities in light of larger goals. Translate this understanding into meaningful goals and objectives for your team members.
- **Finance:** Learn the language of numbers. Managers must strive to understand how company funds are invested and to ensure that these investments earn a good return for the firm.

# A Career in Management

- The work of management is divided into the activities around planning, leading, organizing, and controlling,
- the job of a manager encompasses all of these areas.
- Anyone aspiring to move into management as a career should develop and display strong technical and functional skills.
- Become an expert in your discipline, and have a strong affinity for interacting with, supporting, and guiding others.
- The best managers understand their role is about their team and its performance and not about themselves.
- They work hard to develop the skills identified above and take great satisfaction in the successes of their team members.
- Do this effectively at a lower level and others will recognize your value and strive to increase your responsibilities over time.
- Management as a career is simultaneously challenging and exciting.



# The Difference Between Leaders and Managers

- Leadership is mission-driven while management is task-driven
- Leaders coach, while managers direct.
- While a leader keeps a team focused on the overall purpose of their work, a manager keeps a team focused on completing a task.
- Leaders can be transformational and inspire people to achieve high-quality work, while managers control people and their work.
- Leaders are innovative while managers follow the books.



# Companies Need Leaders that Innovate

"Some people don't like change, but you need to embrace change if the alternative is disaster." - Elon Musk

