|  |  |
| --- | --- |
| Leader | Manager |
| People | Processes |
| Followers | Subordinates |
| Personal Power | Positional Power |
| Vision | Objective |
| Inspires | Directs |
| Passion | Control |
| Achievements | Results |
| Proactive | Reactive |
| Selling | Telling |
| Long-term goals | Short term goals |
| Facilitates | Dictates |