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IX- PEOPLE:

A manager organises people to get work done for the organisation but a leader aligns people towards an agenda.

X- STRIVES FOR:

A manager strives for efficiency in the output for the organisation and a leader strives for effectiveness in different agendas.

XI- FOCUS:

A manager focuses on process and procedure to use employees as resources and a leader focuses on people and focuses on their betterment.

XII- AIM:

A manager aims at accomplishing the best end results for the organisation but a leader's aim is the growth and development of his/her followers.

In spite, all the differences between a leader and a manager, both are very important and a manager should have leadership traits and also a leader should have managerial traits. This helps them in their work as it gives inspiration and motivation to employees and believers of managers and leaders.



III- INTERPERSONAL SKILLS:
Interpersonal or Human skills are the skills present in the managers that help them to interact, communicate, work, and relate with the coworkers. These skills enable the managers to use coworkers as a kind of resources and use them for the betterment of organisation.
Communicating, delegating, and motivating the employees are important features of managers possessing interpersonal skills.

5. Leader vs Manager

There is always a buzz in the idea of leader and manager and these are related somehow but both are not same when we go deep in the meanings and workings of them. Leader and Managers both have important roles in their fields but they are different in following attributes:

I- DEFINITION:

A person who influences his/her subordinates to achieve a goal is Leader.

A person who manages the organisation acting on management functions is Manager.

II- QUALITY:

A leader possesses a quality of foresightedness and sets and works to achieve goals. A manager possesses quality



the help and enable a manager to achieve goals. intelligence and manages the organisation

III- APPROACH:

Leaders set directions to the followers and managers plan the details about directions and achieving them.

IV- DECISION:

In decision making, a manager is very useful but a leader facilitates decision

V- SUBORDINATES:

A manager has employees who work as the manager tells them to but a leader has followers who believe in him and does not, idea necessarily, obey him.

VI- CONFLICT:

A manager always avoids and ends of conflicts but a leader uses conflicts as nportan resources for the people and guides them in difficult times to prove his/her worth.

VII- LEADERSHIP STYLE:

A manager uses transactional leadership style and a leader uses transformational leadership style.

VIII- CHANGE:

A leader brings in a change in the respective field while a manager reacts to change in his/her organisation get better results.

