

CHAPTER 12 - THE MANAGER AS A LEADER

Name: _____ Mod. _____

Date assigned: _____ Date due: _____

"Consider how hard it is to change yourself and you'll understand what little chance you have of changing others"
Albert Einstein, 1879-1955

- OBJECTIVES:
- Define the concepts of leadership.
 - Identify five human relations skills needed by managers..
 - Discuss views of managers about employees attitudes toward work.
 - Compare leadership styles.
 - Describe importance of work rules

NBEA STANDARDS: **I. Management Functions:** Analyze the management functions and their implementation and integration within the business environment.

II. Management Theories: Analyze management theories and their application within the business environment.

III. Business Organization: Analyze the organization of a business.

LEADER _____

LEADERSHIP Ability to _____ and _____
to achieve _____.

HUMAN RELATIONS How well _____ with _____

Nearly all men can stand adversity, but if you want to test a man's character, give him power.
--Abraham Lincoln

when _____.

POWER The ability to _____.

FOUR TYPES OF POWER:



POSITION Only has power over those _____

REWARD Ability to control by _____

EXPERT Power given to people with _____ about the job/work

IDENTITY Power given to people because _____

THEORY X _____

THEORY Y _____

LEADERSHIP STYLES _____

A good leader is a person who takes a little more than his share of the blame and a little less than his share of the credit. ~John C. Maxwell

FOUR LEADERSHIP STYLES:

AUTOCRATIC One who gives _____ orders with _____ instructions as to _____ work is to be done.

Emphasis: _____
Advantages: _____
Disadvantages: _____
Theory X or Theory Y? _____

DEMOCRATIC One who _____ to share in making _____ about their _____

Emphasis: _____
Advantages: _____
Disadvantages: _____

Theory X or Theory Y? _____

OPEN

Managers rely on _____.

Emphasis: _____

Advantages: _____

Disadvantages: _____

Theory X or Theory Y? _____

SITUATIONAL

One who _____

and matches his or her actions and decision to the _____.

Emphasis: _____

Advantages: _____

Disadvantages: _____

Theory X or Theory Y? _____

Managers must be _____, _____, and
_____ when enforcing work rules.

A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty."

- Sir Winston Churchill (1874-1965)