

## *Leader vs. Commander*

A leader guides and teaches;  
the commander orders.

A leader elicits and evokes;  
the commander demands.

A leader educates;  
the commander trains.

A leader motivates;  
the commander manipulates.

A leader deals with  
people;  
the commander disposes  
units.

A leader develops  
community;  
the commander forms  
a herd.

A leader acts as  
a servant;  
the commander is always  
the master.

A leader helps you  
to think and learn;  
the commander wants you  
to obey and follow.

A leader draws  
from up ahead;  
the commander pushes  
from behind.

A leader shows what  
you might do;  
the commander simply  
displays might.

A leader entertains  
options;

the commander issues  
admonitions.

A leader possesses  
alternatives;  
the commander leaves  
no choice.

A leader promotes initiative;  
the commander punishes it.

A leader expands potential;  
the commander exploits it.

A leader encourages dialogue;  
the commander squelches it.

For a leader  
*how* you achieve  
is as important as  
*what* you accomplish.

For a commander  
only results count.

If you are in a position of  
authority,  
you are expected to be  
a leader.

You fail when you are merely  
a commander.

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