



## What is Leadership?

*If your actions inspire others to dream more, learn more, do more and become more, you are a leader.  
--John Quincy Adams*

To be a great leader, you first must know what it is. And how it differs from other 'Control and Influence' structures in an organization.

### What is leadership?

Aaron's definition of leadership:

- Leaders influence others to make them better, and help them achieve goals they never thought possible.
- Leaders see others better than they see themselves, and help them see that too.

### Leadership vs. Management?

Management consists of controlling a group to accomplish a goal. Leadership refers to an individual's ability to influence, motivate, and enable others to contribute toward the goal. Influence and inspiration separate leaders from managers, not power and control.

The main difference between leaders and managers is that leaders have people follow them while managers have people who work for them. A successful business owner needs to be both a strong leader and manager.

### Management vs. Supervision?

Supervision is the direction of people at work and management is the planning and control of the work process. A person can be a supervisor (direct people at work) without being a manager and a person can be a manager (planning and control of work) without supervising anyone.

To be a successful leader you must know what role you are fulfilling at different times, with different people, and with different projects and outcomes.

**Aaron Brauch, Business & Management Consultant**

Helping Entrepreneurs Build Exceptional Businesses and Enjoy Outstanding Lives.

**Contact me today** to build the business and life of your dreams.

[Aaron@StrategicLifeSkills.com](mailto:Aaron@StrategicLifeSkills.com)

979-255-2777