

# The acid test of leadership

Many people ask me how to tell the difference between managing and leading.

Well, here's a way that might work for you.

Imagine yourself without your title, rank, or any other badge of office. Imagine you had no power, authority or resources to reward good work, nor the mechanisms or authority to address underperformance or punish wilful wrongdoing.

Would you still get results out of your people?

Would they still "follow" you?

Would they?

If the answer is "yes" then you are a leader, if the answer is no, you are a manager.

## For support

telephone 01773 814400

or visit [www.uk-sas.co.uk/leadwell](http://www.uk-sas.co.uk/leadwell)

