

Difference between Manager, Entrepreneur and Leader

- **“Every entrepreneur is a manager but every manager cannot be an entrepreneur”**

	Entrepreneur		Manager
	individual satisfaction and personal stake in it		provides his services in an enterprise established by someone.
	owner of the organization and bears all the risk and uncertainties		is an employee and does not accept any risk
	objective is to innovate and create and acts as a change agent		objective is to supervise and create routines.
	Faces more income uncertainties		compensation is less dependent on the performance of the organization.

Entrepreneur	Manager
not involved in fraudulent behavior where as a manger does.	may cheat by not working hard
qualifications and qualities like high accomplishment motive, innovative thinking, forethought, risk-bearing ability etc.	to be educated in the fields of management theories and practices
deals with faults and failures as a part of learning experience	make every effort to avoid mistakes and he postpones failure
Can takeover the role of manager	cannot replace an entrepreneur
	brings professionalism into working of an organization.

Difference between Manager and Leader

“

	Entrepreneur	Leader
	tend to have high energy	moderate to high levels of energy
	generally have fair to poor listening skills	good listeners
	average to fair teachers	fair to good teachers
	average to fair emotional intelligence	have average to good emotional intelligence
	always willing to take risks and are reasonably good at dealing with crises	are moderately willing to take risks in 'normal' times but are great with crises
	Entrepreneurs have very high control over needs and can't delegate	Leaders have only moderate control needs and can delegate
	have a wide range of networking skills, from poor to great	generally have great networking skills
	Pragmatic	Utopian

In Nutshell

(Kanungo R. N. (1998) Entrepreneurship Innovation: Models for development)

Task Demand	Leadership	Managership	Entrepreneurship
Major Goal	Change	Efficiency	Profit
Time frame	Future	Short run	Short and Long run
Arena	Social system	Enterprise	Enterprise and market
Personal dispositions			
Resourcefulness	Medium	High	High
Achievement orientation	Medium	High	Medium
Visioning	High	Low	Medium
Opportunity seeking	Low	Medium	High
Innovativeness	Medium	Low	High

Conclusion

- Entrepreneur by default strives to be a good manager, but manager is not having that liability of 'Risk' factor, hence it prevents him to be an entrepreneur. Similarly all leaders are not able to be a successful entrepreneurs. Every role is conspicuous, but an individual can assume different roles in different conditions, which makes them different, in this context it is entrepreneur.