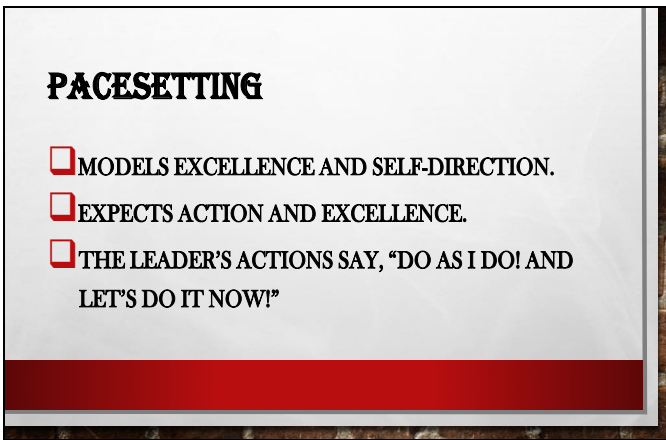


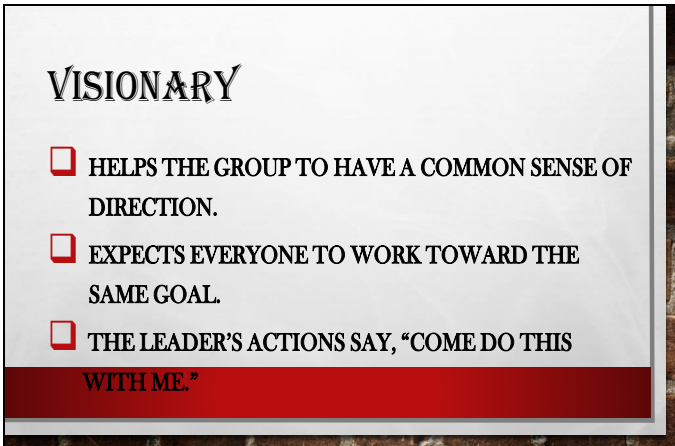
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4

AFFILIATION


- WORKS TO CREATE AN EMOTIONAL BOND AMONG THE MEMBERS OF THE GROUP.
- HELPS EVERYONE TO FEEL AS IF THEY BELONG.
- THE LEADER'S ACTIONS SAY, "PEOPLE COME FIRST."



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COACHING


- DEVELOPS PEOPLE FOR THE FUTURE.
- HELPS PEOPLE DO THE JOB TO LEARN THE JOB.
- THE LEADER'S ACTIONS SAY, "TRY THIS."



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6

COMMANDING

- THE LEADER DEMANDS COMPLIANCE WITH WHAT IS EXPECTED.
- ALL PERSONS ARE EXPECTED TO DO THEIR ASSIGNED JOB.
- THE LEADER'S ACTIONS SAY, "DO WHAT YOU ARE TOLD TO DO."



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DEMOCRATIC

- THE LEADER WORKS TO GET AGREEMENT FROM THE GROUP ABOUT WHAT SHOULD BE DONE.
- THE LEADER BELIEVES THAT THE MEMBERS OF THE GROUP CAN DO THEIR JOB WELL.
- THE LEADER'S ACTIONS SAY, "WHAT DO YOU THINK?"

