Understanding Leadership: Explaining the Paradigms

Gayle C. Avery Sage Publications Ltd 2004

LEADERSHIP CHARACTERISTIC	CLASSICAL	TRANSACTIONAL	VISIONARY	ORGANIC
Key players		Leader. Low role for individual followers.		Entire group. May be many leaders or no leaders.
LEADERSHIP CHARAC- TERISTIC	CLASSICAL	TRANS- ACTIONAL	VISIONARY	ORGANIC
Key players	Leader dominance through respect and/ or power.	Leader. Low role for individual followers.	Leader – High role for followers.	Entire group. May be many leaders or no leaders.
· · · · · · · · · · · · · · · · · · ·		and <i>Individualism</i> . Medium.	Medium.	High.
Adaptability	Rapid, through command,	Slow. Followers need to be heard and influenced.	Slow – need to shift mindsets and win people to new vision. Inspire change. Need to align systems and processes with	Can be agile because members
accountability	Leader high. Followers limited to specific task performance.	outcomes.	accountable to leaders for outcomes.	Everyone high. Self- accountability by commitment to tasks and others.
Matching structure		Simple, bureaucracy, divisional.	Adhocracy, divisional.	Adhocracy, network.
Matching context	Simple, stable.		Simple, complex, stable and/or dynamic.	Complex, dynamic.

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Followers' knowledge base	Low.	Low to high.	Medium to high.	High.
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Sources of leader power	Position, reward, coercion, expert, referent, ownership.	Position, reward, coercion, interpersonal skills, negotiated agreements.	Position, referent, expert, personal vision, followers' emotions, charisma.	Group power, expertise, collaboration, sharing power, member attributions.
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Matching context	Simple, stable.	divisional. Simple, stable.	Simple, complex, stable and/or dynamic.	Complex, dynamic.

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Decision making	Leader decides alone.	Leader consults, then makes decision.	Leader collaborates.	Mutual decisions.
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Philosophy of manage- ment and complexity	Newtonian, low complexity. High control through leader.	Newtonian, low complexity. High control mostly from leader.	Newtonian and New Science mixed. Medium complexity. Shared control.	New Science, high complexity. Letting go of control. Self- managing members.
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Cultural dimensions (using Hofstede's	High on <i>Power</i> <i>Distance Inequality</i> ,	Low or high <i>Power</i> <i>Distance Inequality</i> and	High or low <i>Power Distance</i> <i>Inequality, Uncertainty</i>	Low Power Distance Inequality, Uncertainty Avoidance,
LEADERSHIP	CLASSICAL	TRANS-	VISIONARY	ORGANIC
CHARAC-		ACTIONAL		
TERISTIC				
Cultural	High on <i>Power</i>	Low or high	High or low	Low Power
dimensions	Distance	Power Distance	Power Distance	Distance
(using	Inequality,	<i>Inequality</i> and	Inequality,	Inequality,
Hofstede's	Uncertainty	Masculinity.	Uncertainty	Uncertainty
national value	Avoidance and	High on	Avoidance and	Avoidance,
dimensions)	Masculinity.	Uncertainty	Masculinity.	Individualism and
	Low on	Avoidance and	Medium on	Masculinity.
	Individualism.	Individualism.	Individualism.	

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Cultural dimensions (using Hofstede's national value dimensions)	High on Power Distance Inequality, Uncertainty Avoidance and Masculinity. Low on Individualism.	Low or high <i>Power</i> <i>Distance Inequality</i> and <i>Masculinity</i> . High on <i>Uncertainty Avoidance</i> and <i>Individualism</i> .	High or low Power Distance Inequality, Uncertainty Avoidance and Masculinity. Medium on Individualism.	Low Power Distance Inequality, Uncertainty Avoidance, Individualism and Masculinity.
Diversity	Low.	Medium.	Medium.	High.
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