Data-Led vs People-Led

High

Concern for relationships

9	1,9								9,9
8	Country Club Management						Team Management		
7									
6			Middle-of-the-road						
5			5,5						
4			Management						
3	Impoverished Management						Authorit-Compliance Management		
2									
1	1,1								9,1
	1	2	3	4	5	6	7	8	9

Low   High

Concern for tasks
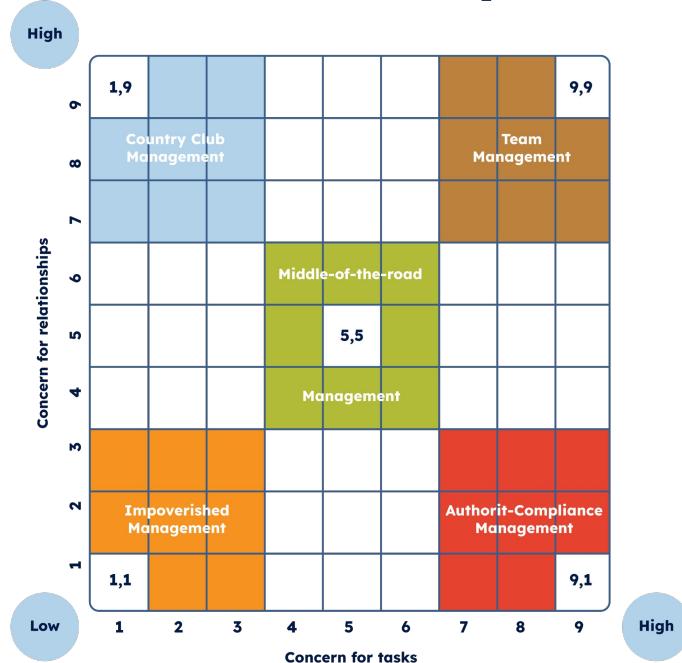
Data-Driven Decision-Making

1 — Define Objectives

2 — Collect Data

3 — Analyse Data

4 — Interpret Results

5 — Make Decisions

6 — Implement Actions

7 — Review & Adjust