

**1 Tell**

I decide and tell my decision to the team.

manager

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We are informed of our manager's decision.

team

**1 Follow**

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**2 Sell**

I decide and try to sell my decision to the team.

manager

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Our manager decides, and then try to convince us of his decision.

team

**2 Discuss**

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**3 Consult**

I consult the team before taking my decision.

manager

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Our manager consult us before taking his decision.

team

**3 Advise**

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**4 Agree**

We take the decision together with the team.

manager

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We take the decision together with our manager.

team

**4 Agree**

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**5 Advise**

I give advice to the team and let them decide.

manager

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We consult our manager and then take our decision, even if it doesn't follow our manager's point of view.

team

**5 Consult**

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**6 Delegate with information**

The team takes its decision and informs me.

manager

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We are autonomous for this decision and we inform our manager after taking it.

team

**6 Decide and inform**

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**7 Delegate**

The team takes its decision, without informing me.

manager

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We are autonomous for this decision, our manager doesn't feel the necessity to be informed.

team

**7 Decide**

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