



Paid to THINK[®]
A leader's toolkit for redefining your future



LEADERSHIP TIME ALLOCATION

Profit Example Military Example Academic Example Not-for-Profit Example Government Example	% of Time Paid to Think "Thinking"	% of Time Executing Tactics "Executing"
CEO/President/Board General Chancellor Executive Director Mayor	90%	10%
Executive VP Captain Vice Chancellor Director of Operations Director of Administration	60%	40%
Sales Manager Lieutenant Dean Conference Manager Commissioner of Finance	40%	60%
Engineer Private Professor Waitress Auditor	10%	90%

Position (Responsibilities)	% of Time Paid to Think "Thinking"	% of Time Executing Tactics "Executing"
CEO/President	90%	10%
Middle Management	60%	40%
Front Line Manager	40%	60%
Front Line Employee	10%	90%

Position (Responsibilities)	% of Time Paid to Think "Thinking"	% of Time Executing Tactics "Executing"
Finance Manager	30%	20%
Human Resources Mgr.	30%	20%
Total Time Allocation	60%	40%

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