Informational

* Monitor – Seek and receive information from a variety of sources (web, industry journals, reports, and contacts)
* Disseminator – Pass information on to others in the organization through memos, e-mails, phone calls, etc.
* Spokesperson – Transmit information to people outside the organization through speeches, interviews, and written communication

Interpersonal

* Figurehead – Perform formal duties like greeting visitors, and signing contracts and other legal documents
* Leader – Motivate, train, counsel, communicate, and direct subordinates
* Liaison – Maintain and manage information links inside and outside the organization

Decisional

* Entrepreneur – Initiate projects that lead to improvements, delegate idea-generation responsibilities to others, and identify best ideas to act on
* Disturbance Handler – Take corrective action during conflicts and crises, and resolve disputes among subordinates
* Resources Allocator – Decide who receives resources, manage schedules and budgets, and set priorities
* Negotiator – Represent a team, department, or organization regarding contracts, union negotiations, etc.