

Who Do You Influence?

- Leadership is _____, nothing more, nothing _____.
- Who has had the greatest influence on you? _____
- Was that a person you worked for? No Yes

The Leadership Compass

- Center is _____ Leadership.
- South/Down is _____ Leadership.
- Across from East to West is _____ Leadership.
- North/Up is _____ up or “Influencing the _____”.

Influence is not about _____.

- Leadership is about _____, not about _____.

How Do You Influence?

Methods of Influence: From worst to best

- Force
- Intimidation: “_____ or the _____”
- Manipulation
- Positional
- Exchange

Intimidation leads to _____.

Why Do You Want to Influence?

- Without _____, influence is nothing more than coercion and manipulation.

“Trust, and the speed at which it is established with clients, and employees, is the essential ingredient for any high-performance, successful organization.”

–Stephen M. Covey, “Speed of Trust”

- People Want to know:
 - Do you _____ about me?
 - Can you _____ me?
 - Can I _____ you?

How to Increase Your Influence

- Influence comes from adding _____ to others.
- When we add _____ to ourselves, we become more _____ to others.

Reflection

- 1) What went Right?
- 2) What went Wrong?
- 3) What can I do differently?

_____ yourself better and _____ will follow.

Mastering your ability to _____ influence others is the key to personal and professional _____.

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