



NOBLE

LEADERSHIP SOLUTIONS

**Developing People, Training Leaders, and Inspiring
the masses**



KEN NOBLE

PRESIDENT / CEO

NOBLE LEADERSHIP SOLUTIONS

Developing people, training leaders, inspiring the masses

FORMER EXECUTIVE LEADER, MAXWELL LEADERSHIP

Coach, Trainer, and Speaker



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The
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Leveraging Your Personal Influence



WHO DO YOU INFLUENCE?

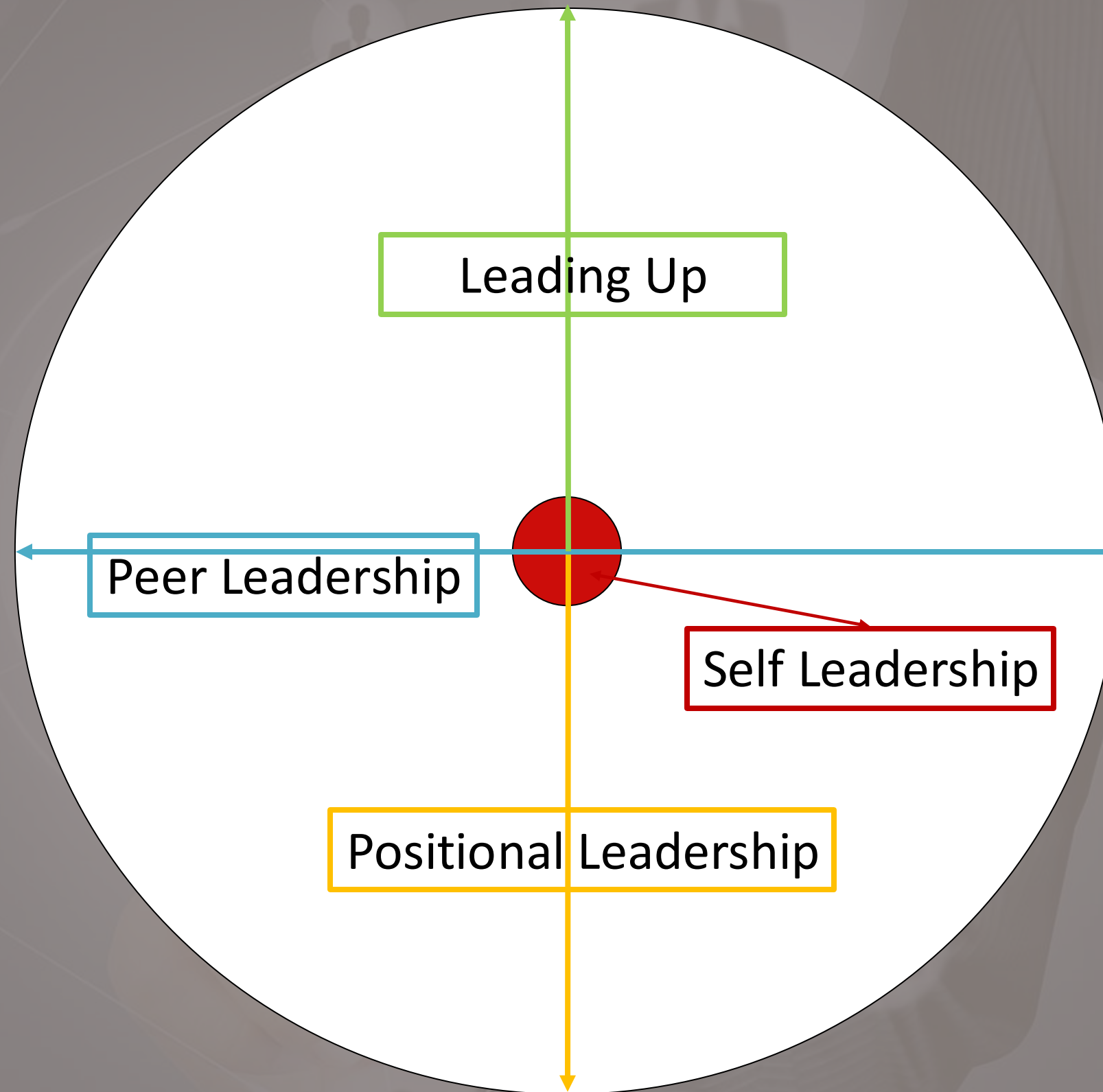




**Leadership is Influence.
Nothing More, Nothing Less.**
– John C Maxwell




The Leadership Compass



A hand is shown placing a wooden block on a staircase. To the left, a silhouette of a person is walking up the steps. The background is a dark, textured surface.

INFLUENCE IS NOT ABOUT POSITION.

A hand is shown placing a wooden block on a staircase made of wooden blocks. A silhouette of a person is walking up the stairs. The background is a dark, textured surface.

**Leadership is about people,
not about position.**

METHODS OF INFLUENCE

From worst to best

- **FORCE:** There is no choice in the decision.
- **INTIMIDATION:** “My way or the highway.”
- **MANIPULATION:** There’s a winner and a loser.
- **POSITIONAL:** We follow because we have to.
- **EXCHANGE:** We both win something.



INTIMIDATION:
“My way or the highway!”





Intimidation leads to disengagement.





WHY DO YOU WANT TO INFLUENCE?





Without trust, 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”



Do you care about me?

Can you help me?

Can I trust you?



**PEOPLE WANT
TO KNOW**



HOW TO INCREASE



YOUR INFLUENCE



*Influence comes
from adding value
to others.*

HOW TO
INCREASE



YOUR INFLUENCE



*When we add
value to
ourselves, we
become more
valuable to others.*



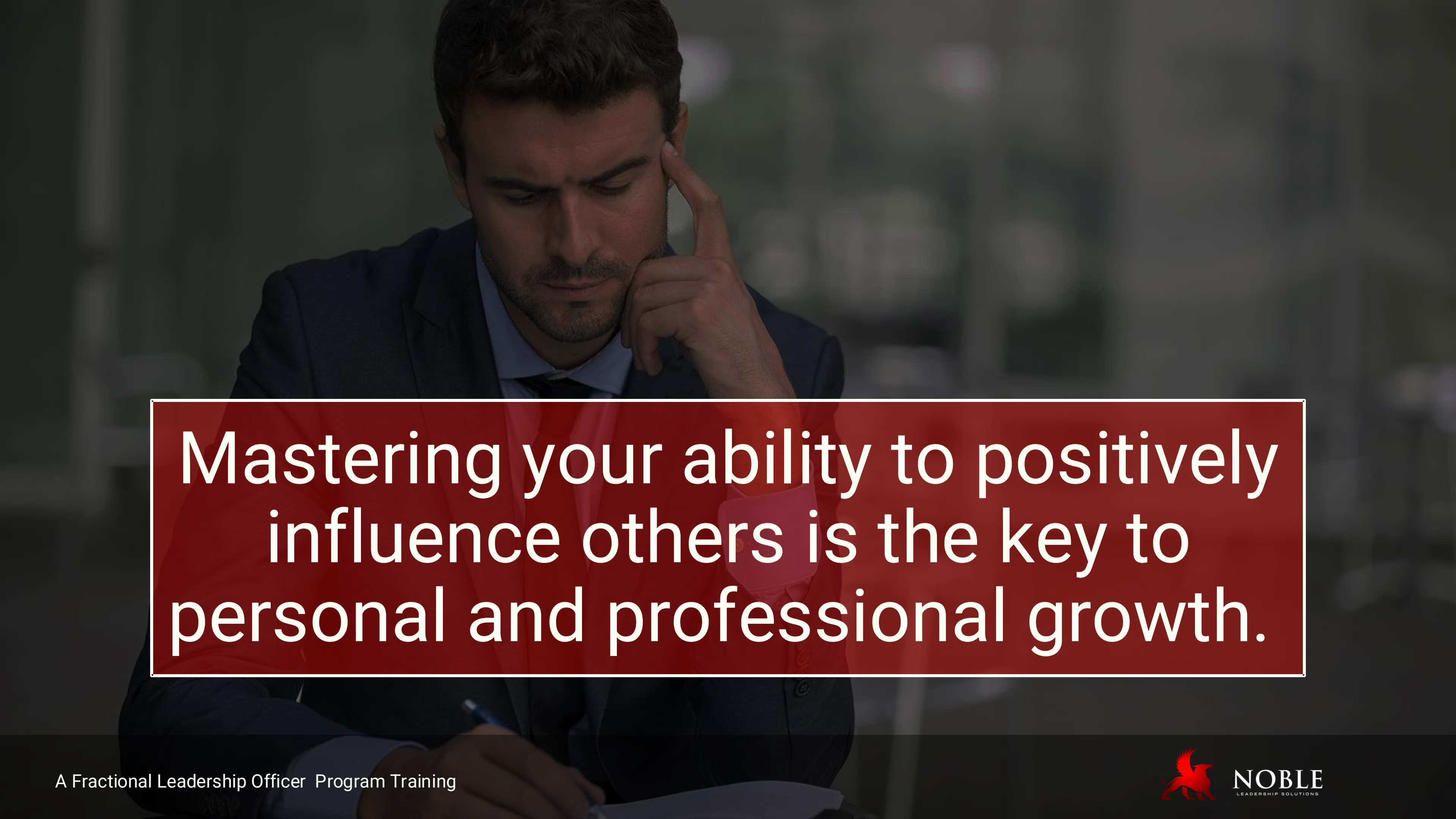
REFLECTION

- What went right?
- What went wrong?
- What can I do differently?

REFLECTION



Lead yourself better and
others will follow.

A man in a dark suit and light blue shirt is shown from the chest up, looking down and to the right with a thoughtful expression. His right hand is resting against his temple. The background is a blurred office setting. A large, semi-transparent red rectangular box with a white border is centered over the image, containing white text.

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



THANK YOU

for making your professional growth a priority.

Ask me about additional coaching and training.

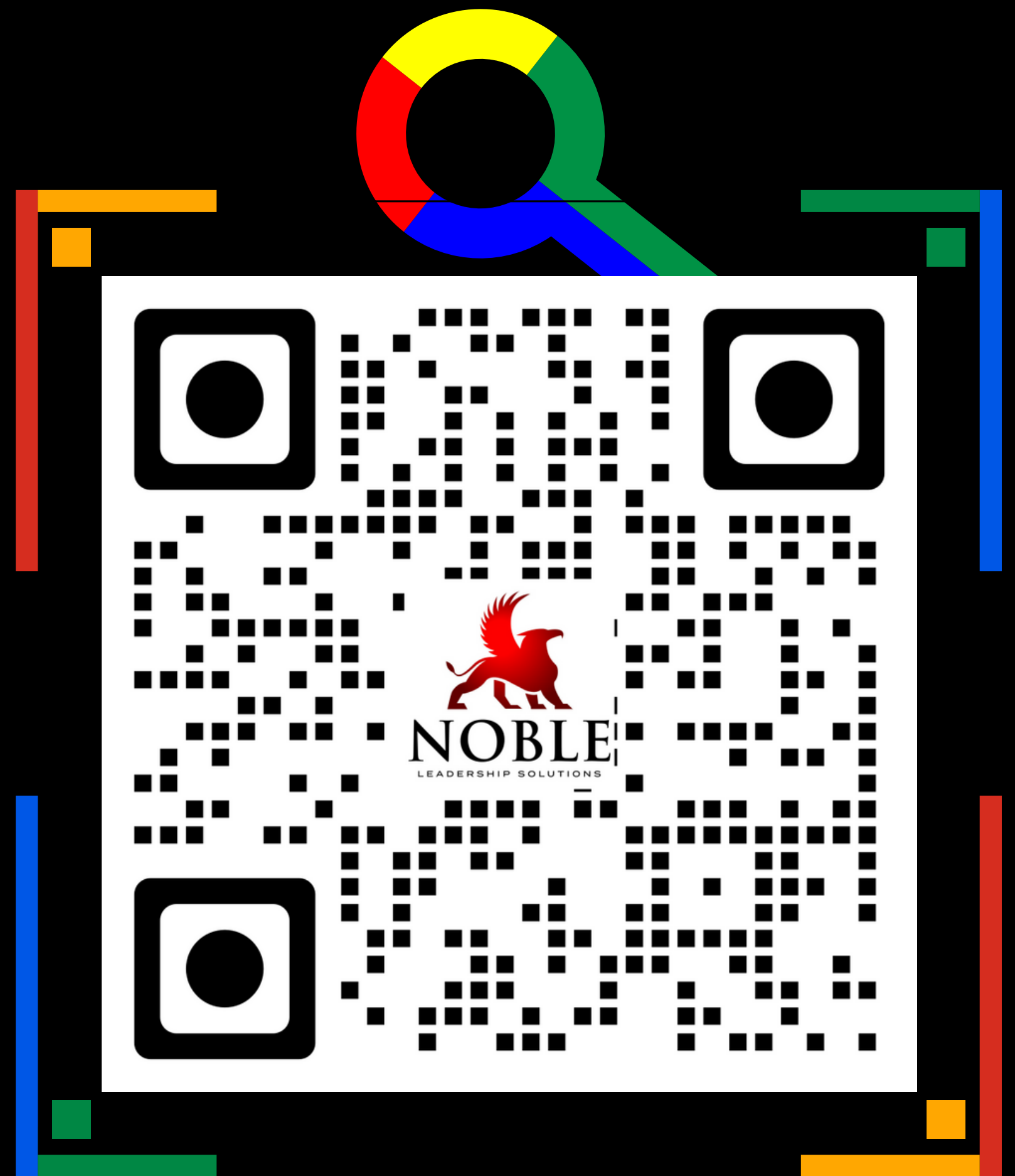


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