Leadership and Influence

Overview

Once you learn the techniques of true Leadership And Influence, you will be able to build the confidence it takes to take the lead.

Course Objectives

The more experience you have acting as a genuine leader, the easier it will be for you. It is never easy to take the lead, as you will need to make decisions and face challenges, but it can become natural and rewarding.

Course Outline

Getting Started

Icebreaker
Housekeeping Items
The Parking Lot
Workshop Objectives

The Evolution of Leadership

Defining Leadership
Characteristics of a Leader
Leadership Principles
A Brief History of Leadership
Historical Leaders
Modern Leaders
The Great Man Theory
The Trait Theory
Transformational Leadership
Summary

Situational Leadership

Situational Leadership: Telling
Situational Leadership: Selling
Situational Leadership: Participating
Situational Leadership: Delegating
A Personal Inventory

An Introduction to Kouzes and Posner
Model the Way
Inspire a Shared Vision
Challenge the Process
Enable Others to Act
Encourage the Heart
A Personal Inventory
Creating an Action Plan
Set Leadership Goals
Address the Goals
Seek Inspiration
Choose a Role Model
Seek Experience
Create a Personal Mission Statement

Modeling the Way

Determining Your Way
Being an Inspirational Role Model
Influencing Others’ Perspectives

Inspiring a Shared Vision

Choosing Your Vision
Communicating the Benefit for Others

Challenging the Process

Developing Your Inner Innovator
Seeing Room for Improvement
Lobbying for Change

Enabling Others to Act

Encouraging Growth in Others
Creating Mutual Respect
The Importance of Trust

Encouraging the Heart

Sharing Rewards
Celebrating Accomplishments
Making Celebration Part of Your Culture
Basic Influencing Skills

The Art of Persuasion
The Principles of Influence
Creating an Impact

Setting Goals

Setting SMART Goals
Creating a Long-Term Plan
Creating a Support System

Wrapping Up

Words from the Wise
Review of Parking Lot
Lessons Learned
Completion of Action Plan