

Leadership and Influence

Course Length: 1 Day

Course Description

Description:	Once you learn the techniques of true Leadership And Influence, you will be able to build the confidence it takes to take the lead.
Who Should Attend	Anyone positioned as a leader or preparing to become a leader.

Course Content

Lesson 1 – Getting Started	<ul style="list-style-type: none">• Icebreaker• Housekeeping Items• The Parking Lot• Workshop Objectives
Lesson 2 – The Evolution of Leadership	<ul style="list-style-type: none">• 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

Lesson 3 – Situational Leadership

- Situational Leadership: Telling
- Situational Leadership: Selling
- Situational Leadership: Participating
- Situational Leadership: Delegating

Lesson 4 – 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

Lesson 5 - Modeling the Way

- Determining Your Way
- Being an Inspirational Role Model
- Influencing Others' Perspectives

Lesson 6 - Inspiring a Shared Vision

- Choosing Your Vision
- Communicating the Benefit for Others

Lesson 7 - Challenging the Process

- Developing Your Inner Innovator
- Seeing Room for Improvement
- Lobbying for Change

Lesson 8 - Enabling Others to Act

- Encouraging Growth in Others
- Creating Mutual Respect
- The Importance of Trust

Lesson 9 - Encouraging the Heart

- Sharing Rewards
- Celebrating Accomplishments
- Making Celebration Part of Your Culture

Lesson 10 - Basic Influencing Skills

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- The Art of Persuasion
- The Principles of Influence
- Creating an Impact

Lesson 11 - Setting Goals

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

Lesson 12 - Wrapping Up

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