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
- Icebreaker
- Housekeeping Items
- The Parking Lot
- Workshop Objectives

Lesson 2 – 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
| 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 | • The Art of Persuasion  
• The Principles of Influence  
• Creating an Impact |
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<th>Lesson 12 - Wrapping Up</th>
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