Leadership and Influence

Course 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.

Who Should Attend

Anyone positioned as a leader or preparing to become a leader.

Course Outline

1 Getting Started
   - Icebreaker
   - Housekeeping Items
   - The Parking Lot
   - Workshop Objectives

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

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

Upcoming Dates

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View All Course Dates & Register Today
Leadership and Influence

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

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

6 Inspiring a Shared Vision
Choosing Your Vision
Communicating the Benefit for Others

7 Challenging the Process
Developing Your Inner Innovator
Seeing Room for Improvement
Lobbying for Change

8 Enabling Others to Act
Encouraging Growth in Others
Creating Mutual Respect
The Importance of Trust

9 Encouraging the Heart
Sharing Rewards
Celebrating Accomplishments
Making Celebration Part of Your Culture

10 Basic Influencing Skills
The Art of Persuasion
The Principles of Influence
Creating an Impact

11 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