



# LEADERSHIP INFLUENCE

2 DAYS WORKSHOP



They say that leaders are born, not made. While it is true that some people are born leaders, some leaders are born in the midst of adversity. Often, simple people who have never had a leadership role will stand up and take the lead when a situation they care about requires it.

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

## WORKSHOP OBJECTIVES

- ☞ Define "Leadership"
- ☞ Explain the Great Man Theory
- ☞ Explain the Trait Theory
- ☞ Understand Transformational Leadership
- ☞ Understand the people you lead and how to adapt your leadership styles
- ☞ Explain leading by Directing
- ☞ Explain leading by Participating
- ☞ Explain leading by Delegating
- ☞ Kouzes and Posner
- ☞ Conduct a personal inventory
- ☞ Create an action plan
- ☞ Establish personal goals

COURSE OUTLINE >>>

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## COURSE OUTLINE

### MODULE 1 Getting Started

- Workshop Objectives

### MODULE 2 The Evolution of Leadership

- Defining Leadership
- Characteristics of a Leader
- Leadership Principles
- A Brief History of Leadership
- Three Theories of Leadership

### MODULE 3 Situational Leadership

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

### MODULE 4 A Personal Inventory

- An Introduction to Kouzes and Posner
- A Personal Inventory
- Creating an Action Plan

### MODULE 5 Modeling the Way

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

### MODULE 6 Inspiring a Shared Vision

- Choosing Your Vision
- Communicating Your Vision
- Identifying the Benefit for Others

### MODULE 7 Challenging the Process

- Think Outside the Box
- Developing Your Inner Innovator
- Seeing Room for Improvement
- Lobbying for Change

### MODULE 8 Enabling Others to Act

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

### MODULE 9 Encouraging the Heart

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

### MODULE 10 Basic Influencing Skills

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

### MODULE 11 Setting Goals

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

### MODULE 12 Wrapping it Up

- Words from the Wise

## CONTACT US



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