

Going From Credible to Influential

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Leadership

If leadership is a relationship between those who aspire to lead and those who choose to follow . . . then being influential is critical to leading.

What Are People Looking For?

- * Trust
- * Compassion
- * Stability
- * Hope

Trust

- * Trust might be the “do or die” foundation for leading.
- * *Honesty, integrity, and respect* also serve as basic relationship filters which help determine who you spend time with.
- * Trust increases the speed and lowers the cost of getting things done.
- * Trust is the most cherished and valuable commodity in a work environment.

Compassion

- * Leaders are seen as actually caring about employees.
- * *Caring, friendship, happiness, and love* are also frequently mentioned.
- * For people to truly love their organization, they must see it having a heart.

Stability

- * Followers want a leader who will provide a solid foundation.
- * Someone you can count on in times of trouble.
- * They also want *security, strength, support, and peace*.
- * Employees who have high confidence in their organization's financial future are *nine times* more likely to be engaged as those with lower confidence.

Hope

- * Followers want stability in the moment and *hope* for the future.
- * Hope gives people something to look forward to.
- * When hope is absent, people lose confidence, disengage, and often feel helpless.
- * They are also looking for *direction, faith, and guidance*.

Relationships



Begin With Being “Likeable”

- * Friendly
- * Relevant
- * Empathetic
- * Real/Authentic

Influencers

- * Identify a couple of the major influencers at your college.
- * What are some of the behaviors that they demonstrate?
- * What behavior(s) would be most beneficial for you to apply?

Influence

Influence is less about
position than behavior.

Six Highly Leveraged Behaviors

- * Become genuinely interested in other people.
- * Smile.
- * Remember that a person's name is to that person the sweetest and most important sound in any language.
- * Be a good listener. Encourage others to talk about themselves.
- * Talk in terms of the other person's interests and needs.
- * Make the other person feel important and do it sincerely.

Why Is There Air?

- * During every personal encounter, we either give energy or take away energy. (inflate or deflate)
- * Whether it is a long conversation or a simple “ping”, we can provide support.
- * Reflect on your encounters to determine whether you have added value.

Make Every Minute Count

- * Every day you are in the business of selling yourself.
- * Every contact and encounter will either add to or take away from your perceived value.
- * Are you one who adds energy or are you an energy vampire?
- * Being “real” makes it a lot easier.

Continuous Development

Develop a deep, driving desire to learn and a vigorous determination to increase your knowledge and ability.



Most Valuable People

- * Who are the MVPs in your life?
- * What do they value? What is really important to them?
- * Do you have the ability and resources to provide something they really value?

Investing Your Time and Energy

After you have identified your MVPs and have learned what they value, you need to focus your time and energy toward getting those things accomplished.

Establishing Our Destiny

- * Watch our ***thoughts***, they become our ***words***.
- * Watch our ***words***, they become our ***actions***.
- * Watch our ***actions***, they become our ***habits***.
- * Watch our ***habits***, they define our ***character***.
- * Watch our ***character***, it will determine our ***destiny***.

Leadership

- * Leadership is a relationship between those who aspire to lead and those who choose to follow.
- * Make it easy for them to choose to follow you.

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