



Leadership and Influence

Summary

Length: 8 hours Level: Foundational

Once you learn the techniques of true Leadership And Influence, you will be able to build the confidence it takes to take the lead. This course may earn a Credly Badge.

Learning Objectives

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.

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

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

12. Wrapping Up

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

Audience

Anyone positioned as a leader or preparing to become a leader will benefit from this course.

Prerequisites

There are no prerequisites for this course.

