




**Living Mastery**

 29 Mile Downe Manor, French Lane, Morningside, 2196

 +27 73 149 6414

 info@livingmastery.co.za

 www.livingmastery.co.za

## Increasing your Influence as a Leader

Duration: 1 day

Creating positive influence will not only be a catalyst to your own success, it will become the legacy you will leave behind. In this John Maxwell course, we will lead you through the principles of influence, the importance of influence and its direct impact on your leadership ability. You will be introduced to ways to increase your influence within your organization and beyond.

By applying the skills you learn, you will be able to see a dramatic increase in your influence with those around you.

### Learning outcomes:

#### After this training workshop, you will:

- Understand the value of Influence
- Embrace a more considered approach to growing your Influence
- Know how to increase your Influence as a leader
- Develop tools and strategies on to how increase your Influence as a leader at all levels in your organisation or community

### Topics covered in this course:

#### Module 1: Introduction

- ❖ What Influence is and is not
- ❖ How important Influence is in Leadership
- ❖ Insights into Influence
- ❖ Your Influence Inventory

#### Module 2: Understanding Influence

- ❖ Answering the Who, What, When, How, Where questions of Influence
- ❖ Influence versus Persuasion
- ❖ Tools and techniques for increasing your Influence

### **Module 3: Unpacking the 10 keys to increasing your Influence**

- I – Integrity with People
- N – Nurtures People
- F – Faith in People
- L – Listens to People
- U – Understands People
- E – Enlarges People
- N – Navigates for People
- C – Connects with People
- E – Empowers others
- R – Reproduces others

### **Module 4: Formulating your Plan of Action**