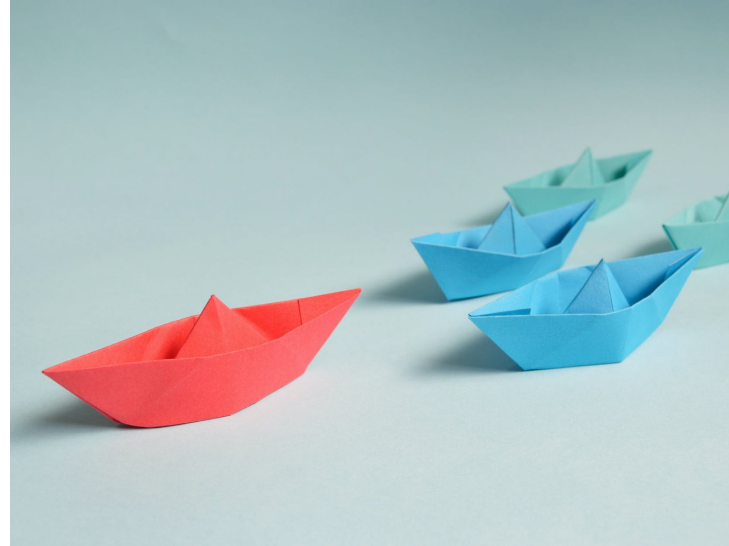


# Leadership and Influence

*"If your actions inspire others to dream more, learn more, do more and become more, you are a leader."* John Quincy Adams

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. Very often, people who have never had a leadership role will stand up and take the lead when a situation they care about requires it. A simple example is parenting. When a child arrives, many parents discover leadership abilities they never knew existed in order to guide and protect their offspring.

Our Leadership and Influence course is designed to help leaders learn the techniques of true leadership and influence, building the confidence it takes to take the lead. Whether you have just been promoted to a new leadership role or you have experience in leading teams, this course will enhance the skills you need to make decisions, face challenges and inspire your team to achieve organisational goals.



## Course Objectives and Content

### KEY LEARNING OBJECTIVES

1. Explore different leadership styles and determine which style applies to you as a leader.
2. Create a shared vision amongst your team, inspiring the team towards its achievement.
3. Understand tools and techniques to empower people and influence behaviour.
4. Build ability to motivate your team to achieve goals, improve their skills and be more cohesive.

### WHO IS THIS FOR?

This course is suited for people in leadership positions and those who are on their way to leadership positions.

### COURSE CONTENT

1. The evolution of leadership; defining leadership, characteristics of a leader, leadership principles, historical leaders, modern leaders, transformational leadership.
2. Situational leadership; telling, selling, participating, delegating.
3. A personal inventory; creating an action plan, seeking inspiration, choosing a role model, creating a personal mission statement.
4. Modelling the way; determining your way, being an inspirational role model, influencing others' perspectives.
5. Inspiring a shared vision; choosing your vision, communicating your vision, identifying the benefit for others.
6. Challenging the process; developing your inner innovator, seeing room for improvement, lobbying for change.
7. Empowering others; encouraging growth in others, creating mutual respect, the importance of trust.
8. Recognising performance; sharing rewards, celebrating accomplishments, making celebration part of your culture.
9. Basic influencing skills; the art of persuasion, the principles of influence, creating an impact.
10. Setting goals; setting SMART goals, creating a long-term plan, creating a support system.

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