



# Leadership & Influences

## **The Evolution of Leadership**

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

## **Situational Leadership**

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

## **A Personal Inventory**

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

## **Modelling the Way**

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

## **Inspiring a Shared Vision**

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

## **Challenging the Process**

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

## **Enabling Others to Act**

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

## **Encouraging the Heart**

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

## **Basic Influencing Skills**

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

## **Setting Goals**

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