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# *Leadership & Influence*

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Leaders are born, not made. While it is true that some people are born leaders, some leaders are born in the midst of adversity. Often, simple people who have never had a leadership role will stand up and take the lead when a situation they care about requires it. Clearly, leadership potential exists within each of us. That potential can be triggered by outside events, or it can be learned by exploring ourselves from within.

## **Modules**

- Defining Leadership
- Characteristics of a Leader
- Leadership Principles
- Three Theories of Leadership
- Transformational Leadership
- Managing People
- Leading by Directing
- Leading by Coaching
- Leading by Participating
- Leading by Delegating
- Situational Leadership
- An introduction to Kouzes and Posner
- Challenging the Process
- Enabling others to Act
- Conduct a personal inventory
- Create an action plan
- Basic Influencing Skills
- Setting SMART Goals

## **Learning Outcomes**

The Leadership & Influence Workshop enables the participants to learn the techniques of true leadership and will be able to build the confidence it takes to take the lead, manage people effectively.



## ***2 day Workshop***

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### Getting Started

- Icebreaker
- Housekeeping Items
- The Parking Lot
- Workshop Objectives

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### Wrapping up

- Activities
  - Words from the Wise
  - Review of Parking Lot
  - Lessons Learned
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