

Leading by Influence

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Leading by influence is about getting people to say yes. It is a vital leadership activity to enable you to achieve your full potential and accelerate business results.

HERE ARE SIX STRATEGIES TO ENHANCE YOUR ABILITY TO LEAD BY INFLUENCE

1

MINIMIZE EGO-TALK

1. Being judgmental
2. Looking good
3. Being right and making others wrong
4. Control freak and avoiding control
5. Blame game. Defensiveness.

2

MASTER YOUR EMOTIONS

1. Be aware of your emotions
2. Move your body
3. What else could this mean?

3

STOP TELLING PEOPLE WHAT TO DO

1. Ask questions
2. Provide feedback
3. Delegate

4

USE PEER PRESSURE

1. Enhance credibility through research
2. Be specific about the peer group
3. Get the evidence.

5

BE AN EXEMPLAR

1. Share experiences
2. Walk the talk

6

BE EXTERNALLY FOCUSED

1. Identify your top 20 list
2. Build relationships of trust
3. Create a sense of urgency