

The Influence of Leadership

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- **What do you want your influence to be?**
- **What impact do you want to make?**
- **What short and long term effects do you want to have on the people around you?**



- Bill Gates – “Those who empower others.”
- John Maxwell – “is influence, nothing more, nothing less.”
- Ken Blanchard - “Leadership is a process of influence. Anytime you seek to influence the thinking, behavior, or development of people in their personal or professional lives, you are taking on the role of a leader.”



Your influence started...

- Influence and impression start when that first student sees your face, your eyes, your expressions, your demeanor, the moment they walk into your presence.
- You have 3 seconds to make an impact on a person upon meeting them.
- How you value others is often a reflection of how you value yourself.



Leadership and its influence

- **Authentic connection with others**
 - **Looking people in the eye when they are talking to you.**
 - **Not being distracted by other things going on around you.**
 - **Making the other person feel valued and respected.**
 - **Being positive in words and actions.**



We will explore 3 areas

- Influence of leaders and the impact you have on those around you.
- Thoughts and Actions and how they affect relationships
- Servant leadership

Influence

- “The power to change or affect someone or something.”
- “The power to cause changes without directly forcing them to happen.”
- “The power or capacity of causing an effect in indirect or intangible ways.”
- “A power of affecting a person, thing, or course of events.”

Influence can be dangerous – You must start with the heart. Make sure your motives are good.

- Ask yourself what your motives really are and address the reason why.
- What do you really want and are you behaving in the manner that will get you that?

● **Unhealthy Motives**

- **Be Right**
- **Look good/save face**
- **Win**
- **Punish or Blame another**
- **Avoid Conflict**

● **Healthy Motives**

- **Learn**
- **Find the truth**
- **Produce results**
- **Strengthen Relationships**

Thoughts / Thinking
Actions / Behaviors



**HAVE A PROFOUND
EFFECT ON YOUR
ABILITY TO
INFLUENCE OTHERS!**

**Thoughts/Thinking
Actions/Behaviors**



Honesty and Vulnerability

- Letting others see you for who you really are:
- Being “real” and embracing your “story”.
- Have the courage to be authentic.
- Have courage to admit your weaknesses and mistakes.
- Acknowledge that you are human yourself, and that mistakes are inevitable.
- Sometimes others need to see your weaknesses.



Servant Leadership
(is service – not servitude)



Characteristics of a servant-leader:

- Listening
- Empathy
- Awareness
- Persuasion
- Conceptualization
- Foresight
- Stewardship
- Commitment to the growth of people
- Building community



**What do you want your influence
to be?**



POSITIVE, LASTING, INSPIRING!



**What impact do you want to
make?**




**AUTHENTIC IMPACT: I WANT TO CHANGE
PEOPLES LIVES!**



What short and long term effects do you want to have on people?



**THAT THEY KNOW THAT I CARED
ENOUGH TO DO AND BE MY VERY
BEST FOR THEIR BENEFIT!**

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- **POSITIVE, LASTING, INSPIRING!**
 - **AUTHENTIC IMPACT ! I WANT TO CHANGE PEOPLES LIVES!**
 - **THAT THEY KNOW THAT I CARED ENOUGH TO DO AND BE MY VERY BEST FOR THEIR BENEFIT!**



If your actions inspire others to dream more, learn more, do more and become more, you are a leader.

— *John Quincy Adams*