

SESSION - 2**Question- 2:** _____ **do I influence others?**

Principle: How I influence people will determine how _____ , how _____ , and how _____ I influence them.

Methods of influence — from worst to best

1. _____ There is no choice in the decision.
2. _____ “My way or the highway.”
3. _____ There’s a winner and a loser.
4. _____ We follow because we have to.
5. _____ We both win something.
6. _____ We follow because we want to.
7. _____ We follow because of the request and respect for the influencer.

Self-Reflection: What kind of influence do I use in the different areas of my life?

Self-Reflection: List the name of people that follow you because they respect you?

Q. #3: How _____ do I influence?

Principle: As a leader, the _____ of people who follow, is based on my level of influence.

Note: Everyone influences _____. Few people influence a _____ of people.



My Leadership Level

The difference between these two lines is determined by our...

- 1) _____
- 2) Willingness to _____
- 3) Desire to _____

Self-Reflection: What is my leadership potential? What do I need to develop to reach the potential? (What do I need to change? Who can help me with it?)