

Module 1: Influence

What is Influence?

➤ Influence vs. Manipulation

Influencing Behavior

- Build relationships
- Motivate employees
- Maintain a positive attitude
- Show appreciation - say thank you!

Building Trust

- Do people trust you?
- Do people feel like you support them?
- Lead by example!

Collaborate

- Listen to hear, not to respond
- Be a part of the team

Summary

- **Motivate employees**
- **Build Trust**
- **Collaborate**

Lesson Follow-up

- Reflect on the learnings from module 1.
- What opportunities for improvement do you currently have in your leadership strategy?
- Decide on one or two actions that you can take from this module to implement in your workplace