

# Positive Influence as a Leader

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## Course Description:

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Leadership is about more than just authority; it's about inspiring and motivating others to achieve common goals. This course is designed to empower leaders with the skills and strategies needed to cultivate a positive impact on their teams and organizations. Participants will learn how to harness the power of influence to drive positive change, foster collaboration, and enhance team performance. From building trust and credibility to mastering persuasion techniques, this course equips leaders with the tools they need to lead with integrity, empathy, and authenticity.

## Course Objectives:

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Through an exploration of the principles of positive influence, participants will grasp the vital role it plays in effective leadership. They will develop practical skills to foster trust, credibility, and rapport among team members, laying the foundation for collaboration and success.

In this course, participants will:

- Understand the principles of positive influence and its importance in leadership.
- Develop skills to build trust, credibility, and rapport with team members.
- Learn techniques for effectively communicating vision, values, and goals.
- Master persuasion and negotiation strategies to garner support and buy-in.
- Cultivate an inclusive and empowering leadership style that inspires others to excel.
- Define positive influence and its significance in leadership effectiveness.
- Explore the qualities and characteristics of influential leaders.
- Discuss the importance of trust in leadership and ways to build and maintain it.
- Explore strategies for establishing credibility and rapport with team members.

