

1 DEFINE YOUR LEADERSHIP PRIORITY

What important outcome, initiative, or challenge are you currently trying to deliver?

“Leadership effectiveness is rarely determined by authority alone. It is shaped by the quality of relationships you build and the influence you create.

– Amazing Coach Sri

THE INFLUENCE MINDSET



LISTEN
Understand before you influence.



ALIGN
Connect interests and create clarity.

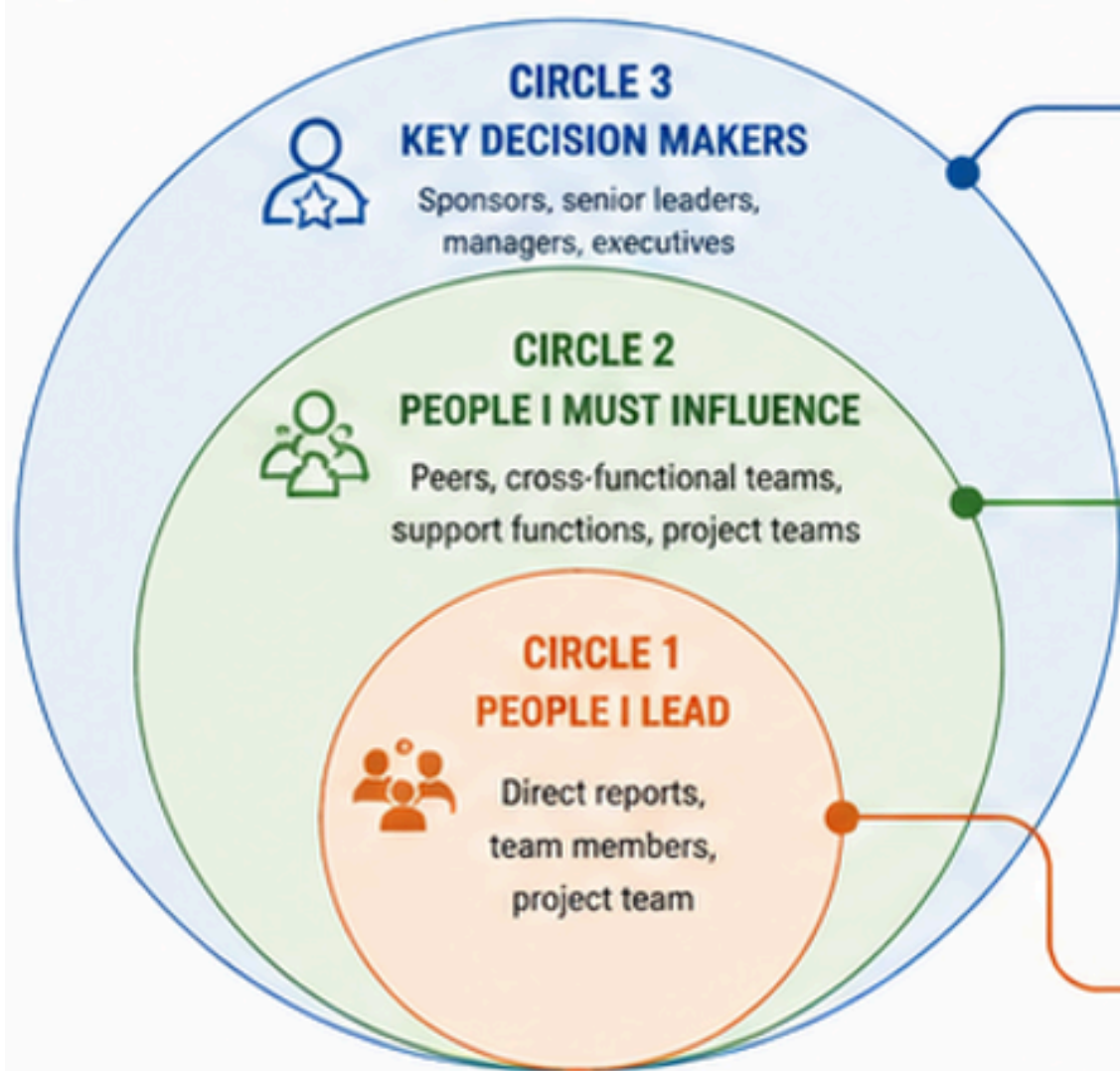


ENGAGE
Build trust and relationships every day.



INSPIRE
Create commitment and shared ownership.

2 MAP YOUR INFLUENCE CIRCLE



CIRCLE 3: KEY DECISION MAKERS

Stakeholder (Name)	What Matters Most to Them?	How Can I Better Align?	Current Relationship Strength (H/M/L)

CIRCLE 2: PEOPLE I MUST INFLUENCE

Stakeholder (Name)	Why Their Support Matters	Current Relationship Strength (H/M/L)	Level of Influence (H/M/L)

CIRCLE 1: PEOPLE I LEAD

Stakeholder (Name)	Role / Responsibility	Current Relationship Strength (H/M/L)	Level of Commitment (H/M/L)



REMEMBER

Your success is shaped by the whole ecosystem, not just the people who report to you.

3 UNDERSTAND BEFORE YOU INFLUENCE

- What pressures are they currently facing? _____
- What are they being measured on? _____
- What concerns or risks might they see? _____
- How does success look from their perspective? _____

4 ASSESS YOUR TRUST CAPITAL

Rate yourself (1 = Rarely, 5 = Consistently)

- I actively listen before proposing solutions. (1) (2) (3) (4) (5)
- I understand stakeholder priorities and constraints. (1) (2) (3) (4) (5)
- I invest in relationships before I need support. (1) (2) (3) (4) (5)
- I communicate the "why" behind decisions. (1) (2) (3) (4) (5)
- I seek win-win outcomes. (1) (2) (3) (4) (5)

5 MY NEXT INFLUENCE INVESTMENTS

- Which relationship most needs strengthening? _____
- What conversation do I need to initiate? _____
- What will I do differently to build trust and alignment? _____
- What is one action I will take in the next seven days? _____



REFLECTION QUESTIONS

- Where am I relying too heavily on authority?
- Which stakeholders have the greatest influence on my success?
- Whose trust do I need to strengthen?
- What relationships am I neglecting?
- How can I create more commitment rather than compliance?