

STANCES FOR LEADERSHIP INFLUENCE

Art of influencing people at their request



Teaching

Tell

- ❖ Helps overcome knowledge gap
- ❖ Develop curiosity in subject
- ❖ Has an agenda
- ❖ Increase awareness of techniques
- ❖ How to think in a situation?



Mentoring

Develop

- ❖ Demonstrates application of skill
- ❖ Build confidence in practicing skill
- ❖ Provides encouragement & support
- ❖ Develops potential
- ❖ How to get better?



Consulting

Advise

- ❖ Influences by sharing expertise
- ❖ Recommends options to consider
- ❖ Judgement based on personal experience
- ❖ Shares wisdom based on their understanding of your situation



Coaching

Grow

- ❖ Influences self-awareness
- ❖ Encourages personal ownership of growth
- ❖ Develops your ability to set goals and generate options
- ❖ Respects your growth journey and pace