

**Dave Jones Consultants***Captivating Practical Learning BIG Results!*

## LEADING SELF, INFLUENCING OTHERS

*Gain commitment from others using the Leading Self Influencing Others Program  
Eliminate resistance, apathy, stagnation, miscommunication and more!*

### COURSE OVERVIEW

Can you be a Manager and not be a Leader? Unfortunately the answer is “Yes”. Can you be a Leader and not be a Manager? Fortunately, the answer is also “Yes!” A useful definition of leadership is that you are only a leader if other people say you are. You are a manager because the organization says you are. This program helps participants to develop leadership skills at all levels of the organization that drive accountability. It provides insights and tools that encourage individual contributors and task/project leaders to assess and positively impact their ability to lead themselves and influence others to focus their efforts and relationships on creating results that matter.

### LEARNING OBJECTIVES

*This course will teach participants to:*

- Lead from relationship and goal strengths
- Apply emotional intelligence practices
- Create self-reinforcing accountability loops
- Set leader and follower expectations
- Use conflict to generate desired results and relationships
- Communicate in ways that produce accountability
- Motivate themselves and others to produce superior results

### COURSE OUTLINE

#### Balanced Leadership

- Situating self and others on the relationship/goal continuum
- Finding the sweet spot of relationship practices
- Getting stuff done – monitoring vs. supporting and risk management

#### Best Practices of Leadership

- Characteristics of great leadership
- Identify personal leadership strengths and limitations
- Establish leader/follower expectations

#### Accountability

- Create self-reinforcing accountability practices
- Stop nagging others to respect time lines
- Establish shared success standards



## **COURSE OUTLINE - CONTINUED**

### **Emotional Intelligence**

- Emotional Intelligence Assessment Tool – reveal blind spots
- Mirroring and reading/projecting emotions
- Overusing strengths that lead to limitations

### **Communication**

- Augment debate with dialogue to drive consensus
- Use questions to encourage problem-solving
- Defensiveness versus curiosity

### **Motivation & Influence**

- PassionWorks!™ Assessment Tool – reveal emotional states in self and others
- Self-manage and influence to support sustained passion in the workplace
- Prevent burnout and enhance resilience

### **Conflict**

- Conflict management habits
- Develop strong and calm conflict practices
- Use positive conflict to drive relationships and goals

## **AUDIENCE & GROUP SIZE**

Designed for all employees who desire results and who want to make a difference in their workplace.

At Dave Jones Consultants, class sizes are kept small for a more in-depth learning experience customized for the participants. This instructor-led, in-person/remote course delivered by **Dave Jones** will ensure participants receive hands-on training with real-life applications.

## **WORKSHOP MATERIALS**

Each participant is provided a workbook with reference materials. Each participant also creates additional materials, personalized to his or her own workplace situation. The combination of these two elements creates a manual that is used throughout the year.

## **COURSE LENGTH**

**Leading Self Influencing Others** is a 2-Day course.