



## Leadership People Want to Follow

Who do I need to influence to succeed in my professional role?

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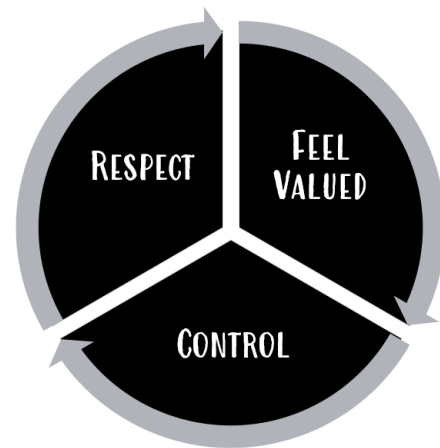
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What could I do to be more influential with those people.

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**3 Basic Emotional Needs to Uphold**  
so people WANT to interact with You



Dual Purpose of  
Communication:

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**Active Listening is VITAL!**

- Eliminate Distractions
- Take notes
- Don't Interrupt
- Be Curious
- Watch your Body Language
- Paraphrase
- Listen to Understand

In what specific situation could I employ stronger listening skills to improve the results I'm getting with people? \_\_\_\_\_

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**Assertive, *adj*:** Confidently bold or self-assured.  
 (Anne's definition: Saying what needs to be said without your delivery getting in the way!)

**Assertive Communication Keys**

- Be clear about what you want
- Focus on the facts
- Prepare your emotions
- Prepare for a Collaborative Conversation
- Question your assumptions
- Assume positive intent
- Be a partner, not the principal!

What ways can you communicate to uphold people's need for respect, feeling valued and having control? \_\_\_\_\_

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What are the people you work with losing in the upcoming changes you'll have to manage?

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How can you lead upcoming change effectively?

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### Self-awareness Debrief Questions

1. What happened? What are the facts of the situation?
2. What do I wish I'd done?
3. What am I glad I did?
4. What will I do again next time?
5. What will I do differently next time?

### Few ways to give yourself a little more emotional energy

- Drink more water
- Eat healthy foods
- Move your body
- Sleep
- Simplify (say NO!)
- Get organized
- Clarify your priorities
- Find "good enough"
- Look for the good
- Focus on what could go right
- Find your escape
- Cut yourself some slack!

## Action Plan

Start doing: \_\_\_\_\_

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Stop Doing: \_\_\_\_\_

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Continue Doing: \_\_\_\_\_

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## Great resources for getting better at leadership people will want to follow

