

LITE

Leadership Initiative Training for Educators
Module 2

Michigan Conference Education Department

The Law of Influence

The true measure of leadership is influence-nothing more,
nothing less

Law of Influence

- If you don't have influence you will never be able to lead others. (p.11)
- Titles don't have much value when it comes to leading. True leadership cannot be awarded, appointed or assigned. It comes only from influence, and that can't be mandated It must be earned. (p. 14)

The Five Leadership Myths

The Management Myth

- Leadership is about influencing people to follow, while management focuses on maintaining a systems and process. (p. 14)
- The best way to test whether a person can lead rather than just manage is to ask him/her to create positive change. Managers can maintain direction, but they can't change it. To move people in a new direction, you need influence. (p. 14)
- Rear Admiral Grace Hopper said, “you manage things, you lead people.”

The Entrepreneur Myth

- People may buy what he has to sell, but they're not following him. At best, he is able to persuade people for a moment, but he holds no long-term influence with them. (P. 15)
- A great idea generator doesn't necessarily equate to someone that can move people to carry forward the idea.
- Just because someone buys a product doesn't mean they are buying into the person selling it. Leaders must have people buying in to them personally before they will buy into an idea they have and carry it out.

The Knowledge Myth

- IQ does not necessarily equate to leadership. (P. 15)
- Sir Francis Bacon said that, “knowledge is power.”
- Most people, believing power is the essence of leadership, naturally assume that those who possess knowledge and intelligence are leaders. This is not necessarily true.
- Universities have some of the most brilliant individuals with knowledge and research that is off the charts. Many of those individuals would not be successful in leading people and could struggle leading their students to learn.

The Pioneer Myth

- To be a leader, a person has to not only be out front, but also have people intentionally coming behind him, following his lead, and acting on his vision. (P. 16)
- Being a leader requires much more than merely being the first one to accomplish a task or think of an idea.
- To be a leader, a person has to not only be out front, but also have people intentionally coming behind her, following her lead, and acting on her vision.

The Position Myth

- It's not the position that makes the leader; it's the leader that makes the position. (Stanley Huffy, p. 16)
- There are times when we need to use positional leadership. However, it should be infrequent.
- If we need to frequently remind people that we are the leader than we aren't leading.
- Insecure leaders utilize title and position to be the “plow” that justifies their authority

Law of Influence

- Hard work is required to gain influence in any organization and to earn the right to become a leader. (p. 17)
- The church is the most leadership-intensive enterprise in society...Why is this true?...the only thing that works is leadership in its purest form...followers in voluntary organizations cannot be forced to get on board. (P. 18)
- If you really want to find out whether or not your people are capable of leading, send them out to volunteer their time in the community. If they can get people to follow them, then you know that they really do have influence and leadership ability (p. 19)

“He who thinks he leads, but has no followers, is only taking a walk”

Maxwell

How do I increase my influence?

- Build appropriate relationships with students, parents, pastors, and constituents
- Seek collaborative input
- Leaders Listen
- Leaders are Learners
- Take the proverbial “temperature” of the climate and coordinate your actions accordingly
- Read books on effective leadership (Ask Department for good options)
- Take an EQ training course