

Leadership

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TRADITIONAL LEADERS

Sees leadership as a rank to obtain.

Uses power & control to drive performance.

Measures success through output.

Speaks.

Believes its about them.

SERVANT LEADERS

Sees leadership as an opportunity to serve others.

Shares power & control to drive engagement.

Measures success through growth & development.

Listens.

Understands its not about them.





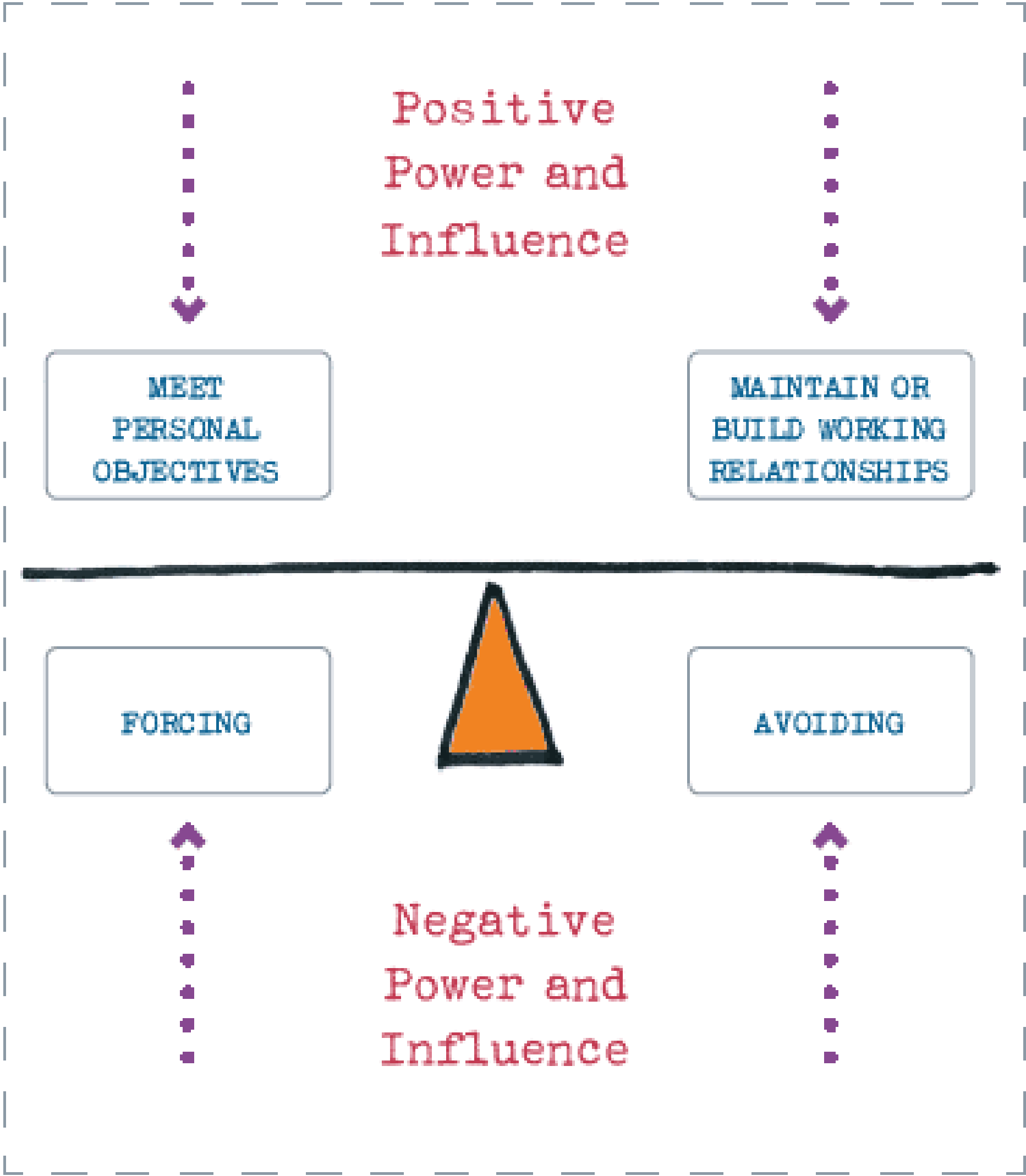
**Just do as I say,
Don't do as I do**

- Genesis et al.

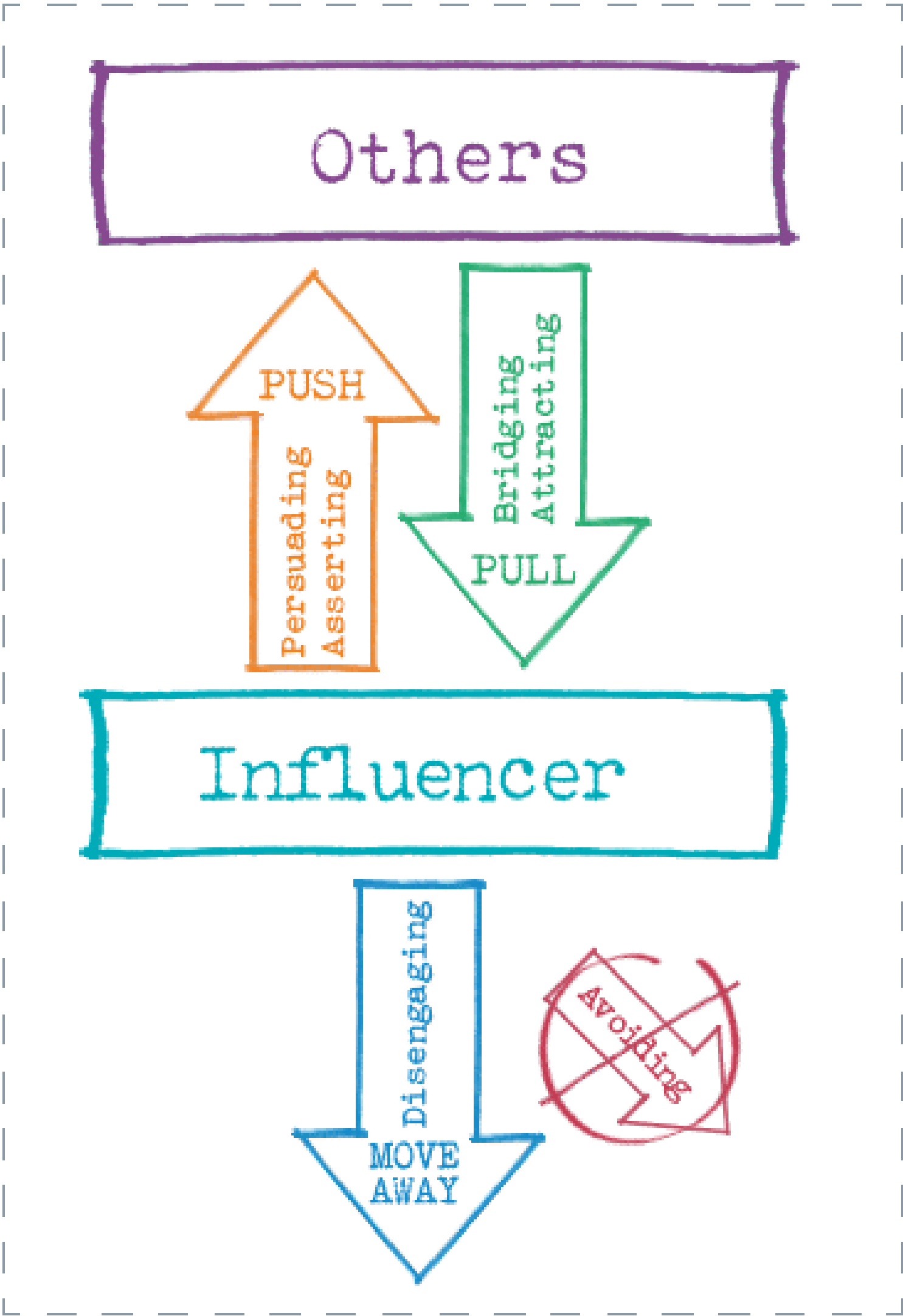




Positive Power and Influence (Inzicht in Invloed)



The Influence Balance Beam



The Energy of Influence

Persuading



Push

Asserting



Bridging

Pull



Attracting



- Paint a picture of where you want to go.
- Find out what everyone wants and fears.
- Try to build consensus on the solution.
- Change your mind!
- Make life easy for whoever makes the formal decision, as they will take the fall for trouble.



Focus on things you can change



Play the long game

