Expanding Your Influence

How others see you

How you see yourself

Who you want to be

How you see others

Who you want to be

Objective

How others see you
Action Planning – Developing a Take-Home Plan

• Have a Vision
• Work from the Inside Out
• Focus on the Circle of Influence
• Develop Habits of Effectiveness
Questions to Consider

• When you are in the circle of concern, how does it feel?
• Think of an instance when you were in the circle of influence, how did it feel?
• How do you expand your circle of influence?
• How do you shrink your circle of influence?
Instructions

• Select 1 goal based on 360° feedback, DISC, and your vision
• It is suggested that your goal:
  • Fall within your circle of influence
  • Reflect who you want to be
  • Is of highest value to you
• Find a partner
• Each take 40 minutes to ask questions from the form of your partner and fill in form for your partner

What happens when I get back to the office?
Partner Role

• Provide support through listening with compassion, encouraging, & suggesting ideas
• Help person be accountable
• Set up contact frequency to ensure follow through
• Remind each other of next contact date/time

Be a Leader

As a leader, you are 100% accountable for the results you create in your life