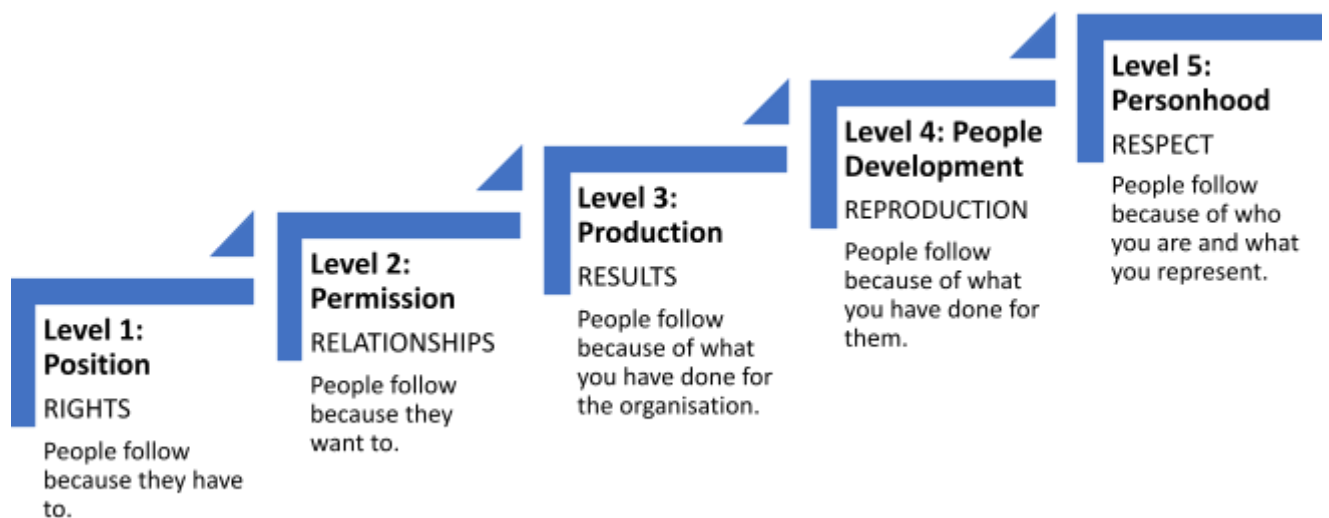


## 5 Tips to understanding your influencing style to get results:

- Influencing successfully may be shaped by your approach.
- Identify your preferred influencing style
- Understanding your influencing style builds confidence.
- Knowing how, when, why and which influencing approach to use allows you to be more assertive.
- Identify the skills you need to develop to enable you to influence effectively.

*“The Issue is not whether you influence someone. What needs to be settled is what kind of influencer you will be.”*



The 5 Levels of Leadership

John C. Maxwell 'Developing the Leader Within You' (Nashville, TN Thomas Nelson, 1993) 4, 13