

Influencing Others

How influential are you? The ability to influence others is an essential skill for leaders at all levels. It's not easy to do but with enough self-awareness and determination you can successfully move others to act.

Below are several statements as they relate to influence. Put a check mark in the boxes that you feel are true.

Can work around policy or rules

Access to vital information

Involved in important decisions

Can influence a change outside your role / area

Access to resources

Copied on correspondence

Targeted for development / promotion

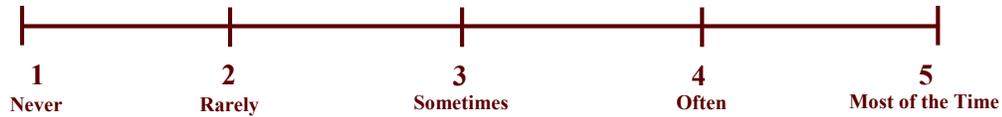
Asked to coach/mentor others

Included in special events – work and non-work related

Frequency with which senior managers show up at your desk

Am I self-aware?

4. Have you completed formal self-assessment tests such as: personality tests, discovering your values, your skills, your abilities, etc.?



Tip: Formal self-assessments are a great way for you to better understand why you might have hit certain roadblocks in your career. They can also provide information on how you take in information, how you prefer to make decisions, what motivates you, etc. Examples of these types of tests include: Myers-Briggs Type Indicator, FIRO-B, DISC Profile, Influence Style Indicator and the CLI 360.

5. How often do you schedule yourself for down time, or block your calendar out from others?



Tip: We all have limits and can only do so much in a day. Do you know what your breaking point is? What are you doing to ensure that there is some “me” time, on the calendar, not just “them” time?

6. How easy would it be for you to list your top 3 workplace strengths? What about the top 3 development opportunities?



Tip: We always accomplish more when we can leverage the things we do well. Always have a few times at the top of your mental “toolbox” that you can quickly rely on when needed. Conversely, how can we expect to improve if we are not readily aware of a few items we need to be working on? Rather than turning away from areas that need improvement, we should look for opportunities to practice these skills.

Am I self-aware?

Scoring:

Add up the total points for the 6 questions.

5 to 15: Don't be afraid to take that first peek inside. You are missing out on growth opportunities and the chance to understand yourself better. Give us a call at Leadership Foundry – we can help chart a starting course.

16 to 24: Good progress! Keep up the efforts and soon you will be on your way to maximum self-awareness. Need a detailed plan? Leadership Foundry can help.

25 or more: Impressive effort. Bet it feels nice to know so much about what makes you tick. Every day is a new horizon for you and you are ready to break new ground. Looks like someone paid attention in their Leadership Foundry course!

How can we prepare your organization for the future?

Leadership Foundry understands the business challenges of today. We develop and deliver customized training solutions that enable your organization to achieve its unique business objectives.

CONTACT US today to find out more.
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