

More and more “leadership” isn’t about how good you are at what you do, it’s about influencing others to get work done.

When I speak to audiences, I ask them to call out words that define “a leader” and influential comes up more often than not.

Success Magazine defines influence as: The aim to help others succeed.

So, what does it take to be an influential leader?

Vision

Warren Bennis (1925-2014), in his book

to achieve that purpose. And your colleagues should be made aware of the connection.

Build Strong Relationships and Networks

Influence often stems from relationships. More than just asking what someone did over the weekend, learn what motivates them, what they value, and what their goals are both at work and in their personal life – then ask how you can help or support them.

One of the critical components of building relationships is being approachable. Too often leaders “stick with their own”

