

# Influential Leadership

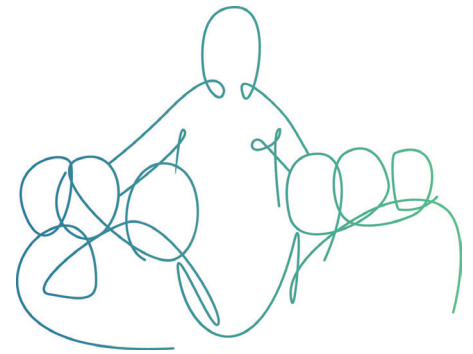
## Leadership Lessons from Julius Caesar

### Programme outline

- Introduction to the Archetypes essential to influential leadership
- Exercise to self-assess current access to these

#### ACT 1 - Setting the Scene

- Political intelligence - distinguishing the Wise from the Naive and Cunning
- Market Place Pitch - what do you believe are the most important issues to address?
- Creating a coalition of mutual interest - making the right connections with the right people



#### ACT 2 - Moving into Influential Action

- Building effective support - aligning functional purpose with underlying values
- Exercise to practise influence with a 'Senate Debate'

#### ACT 3 - Using Power Effectively

- Assessing individual Sources of Power - what have you got, what do you need?
- Archetypal self-analysis to assess current influencing weaknesses
- 1-1 influencing practice with focussed feedback

#### ACT 4 - Emotionally Intelligent Influencing

- The key stages of emotional intelligence in influencing
- Stepping into purposeful influence
- Making the 'big pitch' and to win hearts and minds

#### ACT 5 - Legacy

- Doing the 'Right Thing' - developing moral decision making
- Epitaph - how do we want to be remembered?