



Becoming a Person of Influence



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Advancing Productivity, Innovation, and Competitive Success





Leadership is...



INFLUENCE

Advancing Productivity, Innovation, and Competitive Success

APICS
The Association for
Operations Management®



INSIGHTS INTO INFLUENCE

Leadership is
INFLUENCE

Our influence with
others is usually not in
ALL AREAS

With influence comes
RESPONSIBILITY

My influence with
others is either
POSITIVE or
NEGATIVE

Our influence can
GROW

People of positive
influence **ADD**
VALUE to others



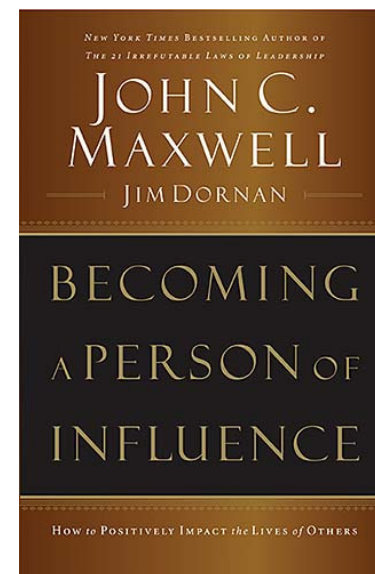
- I** – Integrity with People
- N** – Nurtures People
- F** – Faith in People
- L** – Listens to People
- U** – Understands People
- E** – Enlarges People
- N** – Navigates for People
- C** – Connects with People
- E** – Empowers Others
- R** – Reproduces Others





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Questions?



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