



Leadership Presence & Influence

Leadership is not defined solely by title or position—it is revealed through presence, behavior, and the ability to influence others. While some leadership qualities emerge through experience or adversity, effective leadership presence can be intentionally developed. This interactive workshop helps participants understand how confidence, credibility, and influence are built through self-awareness, decision-making, and authentic engagement with others.

Participants explore what it means to “show up” as a leader in moments that matter—whether guiding a team, navigating uncertainty, or stepping forward when leadership is needed. Through practical strategies and reflection, individuals learn how to strengthen their leadership presence, communicate with authority and empathy, and influence others in a way that builds trust and commitment. The result is leadership that feels natural, intentional, and impactful.

Workshop Objectives:

- Understand leadership presence as a learned capability, not a fixed trait or position.
- Demonstrate greater confidence and credibility in leadership interactions and decision-making.
- Identify personal behaviors and communication styles that enhance or diminish leadership influence.
- Apply influence strategies that build trust, engagement, and commitment from others.
- Communicate with clarity and purpose in situations that require leadership.
- Make decisions with confidence while navigating uncertainty and competing priorities.
- Lead more authentically and effectively, regardless of formal role or authority.



Course Outline:

Module One: Getting Started
Module Two: The Evolution of Leadership
Module Three: Situational Leadership
Module Four: A Personal Inventory
Module Five: Modeling the Way
Module Six: Inspiring a Shared Vision

Module Seven: Challenging the Process
Module Eight: Enabling Others to Act
Module Nine: Encouraging the Heart
Module Ten: Basic Influencing Skills
Module Eleven: Setting Goals
Module Twelve: Wrapping Up