



Pam Solberg-Tapper, MHSA, PCC
Executive Coach/Leadership Development

Leadership Impact 15 Ways to Positively Influence Others

Influencing others is a critical skill in today's work environment. Here are fifteen reliable ways to influence others to create a positive leadership impact.

1. When new in a group or with individuals, introduce yourself right away
2. Smile and remember people's names
3. Genuinely listen to others ideas and opinions
4. Expand your sphere of influence by cultivating strategic relationships
5. Show enthusiasm – the more committed you are, the more others will be willing to support you
6. Observe leaders in your organization or community who are highly influential. What are they doing that is effective?
7. Know your audience, what is important to them and how will you provide value and benefit?
8. Be succinct – going “on and on” dilutes your message and could confuse others
9. Manage negative nonverbal communication
10. Increase your level of contribution by making suggestions and sharing your ideas
11. Be well prepared with facts and data so you are credible in stating your opinions
Be sure to give reasons why you believe the facts are important
12. Develop conviction when stating your opinions and ideas – don't hesitate
13. Pay attention to your vocal quality so you come across confidently
14. Summarize your opinions frequently to build understanding
15. Ask others for feedback on how they perceive you and what you could do differently to have a more positive impact

Pam's Motto:

“Live intentionally, be extraordinary and do great things for your world.”