

Increasing Your Influence for Good



**“We’ve received prophetic direction that
as sisters we can and should
change the world.”**

President Camille N. Johnson



We should be
anxiously engaged
in *a good cause*...

D&C 58:27

...and do many things of our own **free will**,
and bring to pass much righteousness;
for the **power** is in us,
wherein we are **agents** unto ourselves.

D&C 58:27-28



Out of *small things*
proceedeth that which is great.

D&C 64:33

Objectives

Increasing Your Influence for Good

- Explore key **principles of influence, motivation, and agency**.
- Recognize that **motivation as an internal choice (agency)**.
- Consider how **Jesus Christ exemplified influence** while honoring individual **agency**.
- Explore **scope, magnitude & strategies for increasing your influence**.

My Influence → For Good

My Influence



Can affect
thoughts,
motivation,
& actions
of others

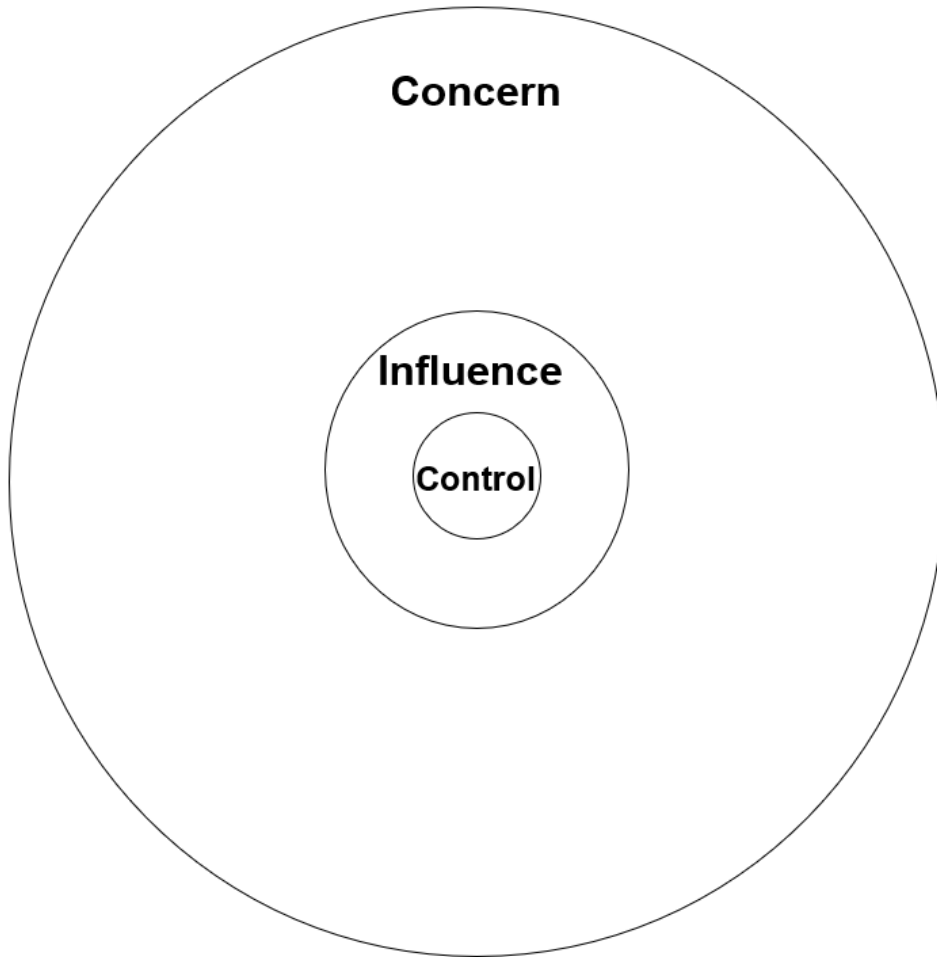


Action can
create & support
Change for Good

Role of Agency??

Circles of Influence

Focus on where you have Influence

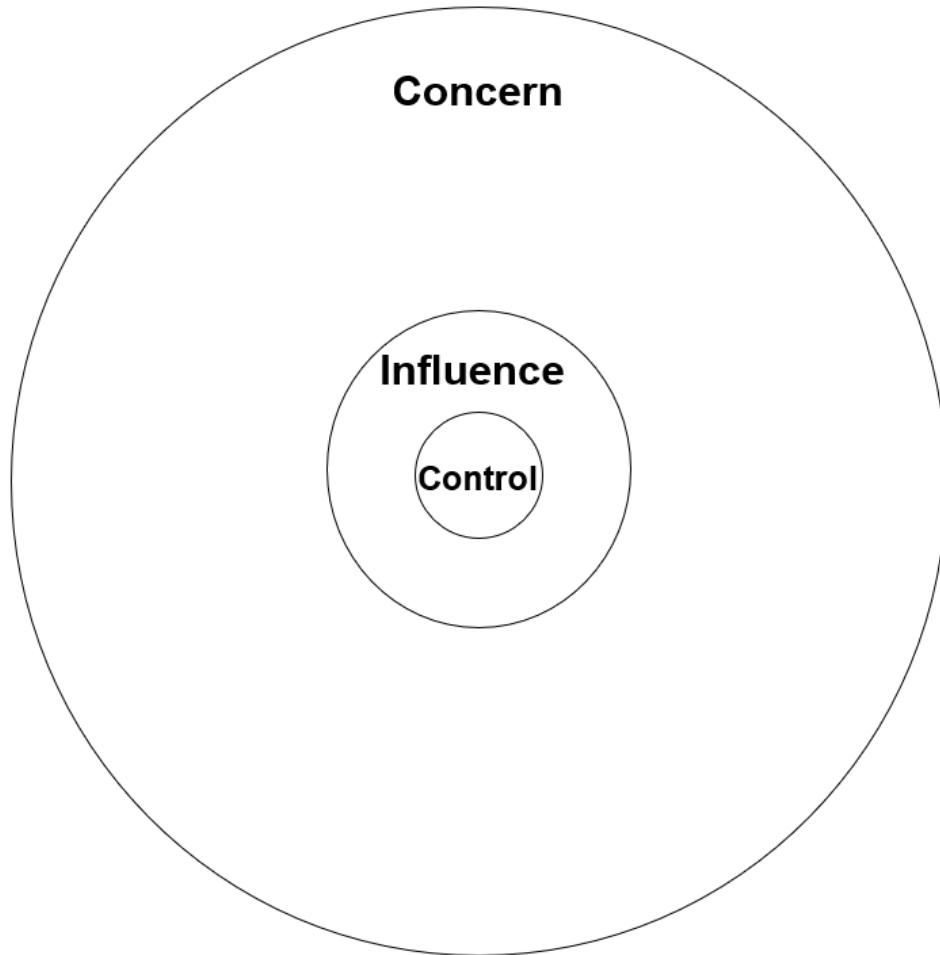


- **Circle of CONTROL** — things can you control
- **Circle of INFLUENCE** — things you can actually affect
- **Circle of CONCERN** — everything you care or worry about

Remember: Zone of Indifference !!

Circles of Influence

Focus on where you have Influence



CONTROL

- What things?
- Why?

INFLUENCE

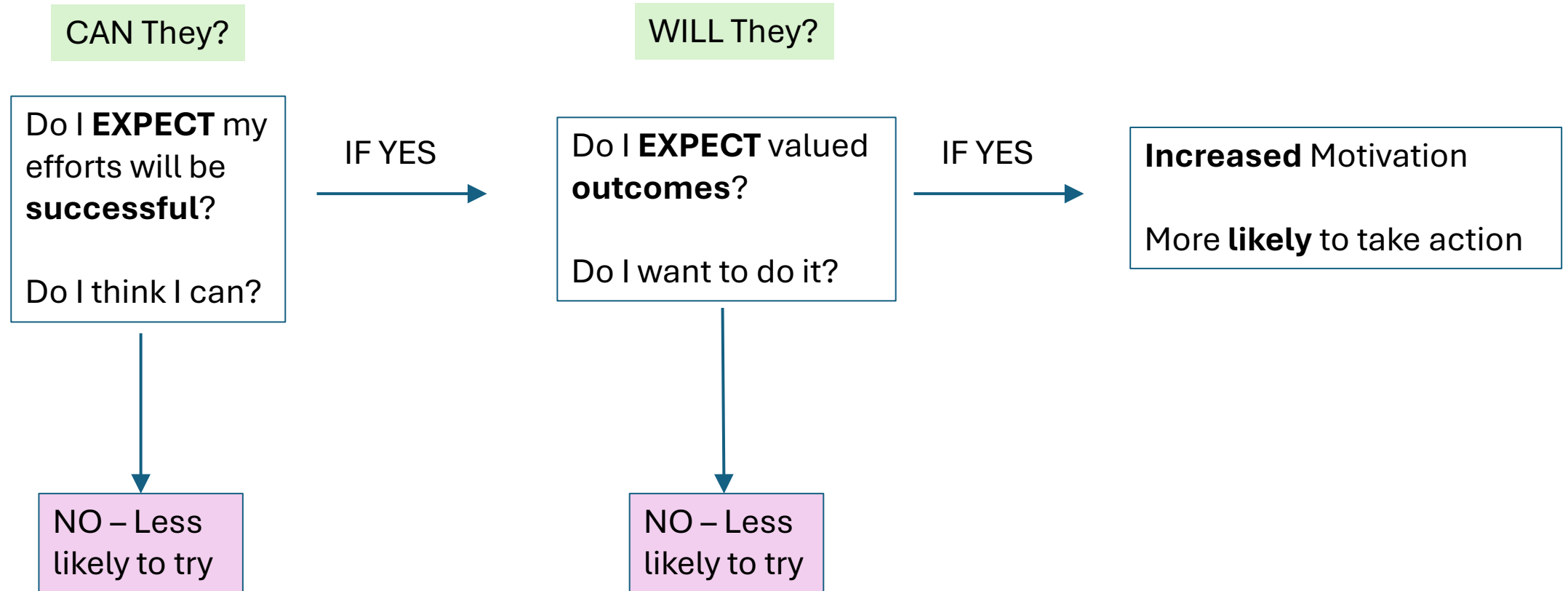
- What types of things?
- Why?

CONCERN

- What types of things?
- Why?
- How can you effectively handle things in your Circle of Concern?
- Why might things **MOVE** from Influence to Concern?
- Why might things move from Concern to Influence?

Understanding Motivation -- M.A.P.

Can They? / Will They?



CAN I? WILL I?

Influencing Motivation -- M.A.P.

Can They? / Will They?

****KEY:** We cannot motivate others. We can create conditions wherein they choose to become motivated.

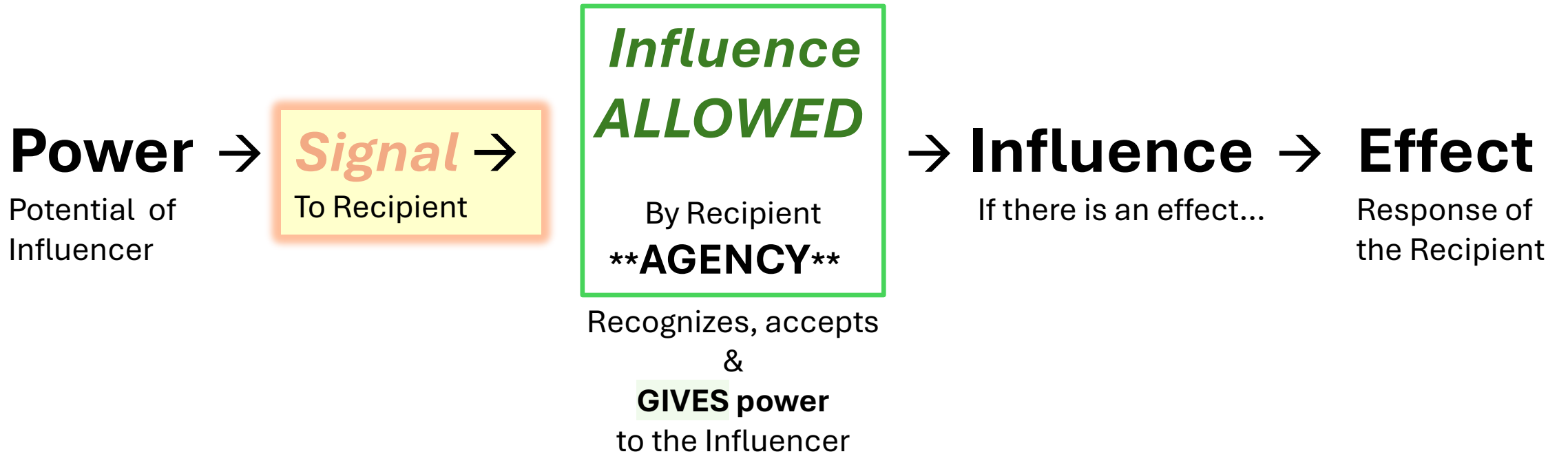
Foster Agency!!

Core Question	Can They?	Will They?
Key Issue	Increasing Capability (expectations of efforts being successful) <u>Mastery & Autonomy</u>	Increasing Value (expectations of valued outcomes) <u>Purpose</u>
Strategies for Increasing Motivating Conditions	• Knowledge & Skills • Resources • Capability (e.g., time, strength) • Path (steps, processes) • Autonomy	• Value Alignment • Expected Valued Outcomes • Felt Need to Act/Change • Goal & Goal Congruence • Social Influences

CAN I? WILL I?

Power & Influence

Power becomes influence *only* when others recognize and respond to it.



Power & Influence

Power becomes influence *only* when others recognize and respond to it.

Power →
Potential of
Influencer

Signal →
To Recipient

Accepted →
By Recipient
****AGENCY****

Influence →
If there is an effect...

Effect
Response of
the Recipient

Sources of Power

(potential influence)

- **Formal Authority** (Position)
- **Resources** (Give & Take)
- **Expertise** (Knowledge & Skills)
- **Referent** (Example)
- **Relational** (Embeddedness)
- **Spiritual** (Spirit, Love)

*How should D&C 121 inform us
about how to use and signal
our potential sources of power?*

*Examples of how
CHRIST influenced and/or
signaled his power to others?*

***Why can't power**
(and thus influence)
be **maintained** without the qualities
in D&C 121?*

No power or influence can or ought to be maintained

by virtue of the priesthood
(formal authority)

...only

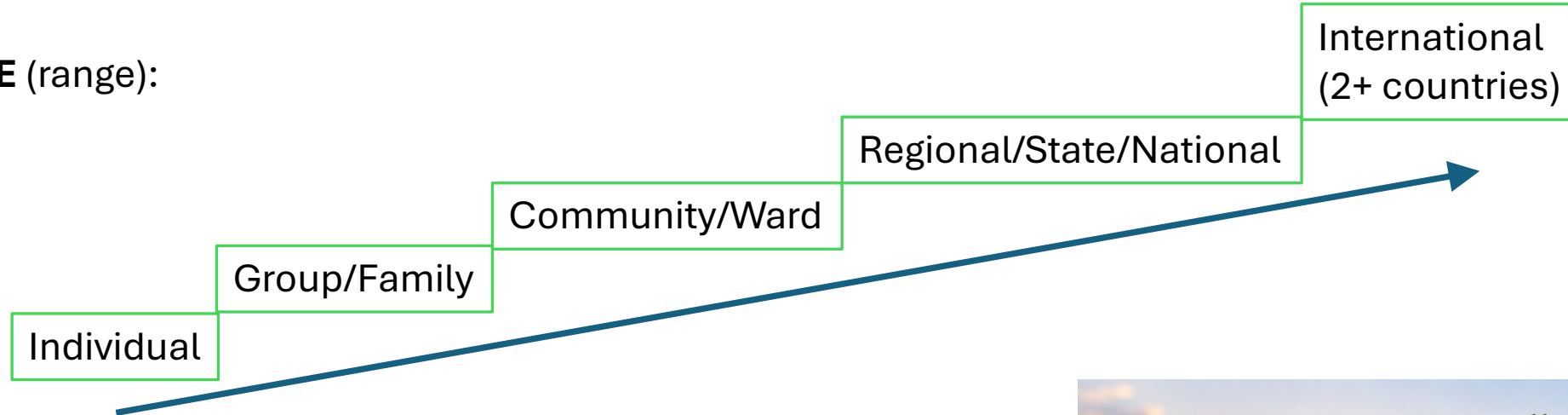
- by **Persuasion**,
- by **Long-suffering**,
- by **Gentleness** & **Meekness**,
- by **Love Unfeigned**.

D&C 121:41-42

Who, Where & How to Influence

At what **SCOPE** and **MAGNITUDE** do you want to create/increase influence for good?

SCOPE (range):



MAGNITUDE (amount):

Ease	Simple	→	Complex
Effort	Minimal	→	Intensive
Endurance	One-Time	→	Long-Term
Effect	Incremental	→	Radical
Engagement	Individual / Dyad	→	Organization (50+)
Employment	Volunteer	→	Employed (paid)



Who, Where & How to Influence

At what **SCOPE** ,**MAGNITUDE** & **SOCIAL STRUCTURE** do you want to influence for good?

SCOPE (range):

Individual, Group/Family,
Community/Ward,
Regional/State/National,
International (2+ countries)

MAGNITUDE (amount):

Ease	Simple	→	Complex
Effort	Minimal	→	Intensive
Endurance	One-Time	→	Long-Term
Effect	Incremental	→	Radical
Engagement	Individual / Dyad	→	Organization (50+)
Employment	Volunteer	→	Employed (paid)

SCOPE

High

Low

Low

MAGNITUDE

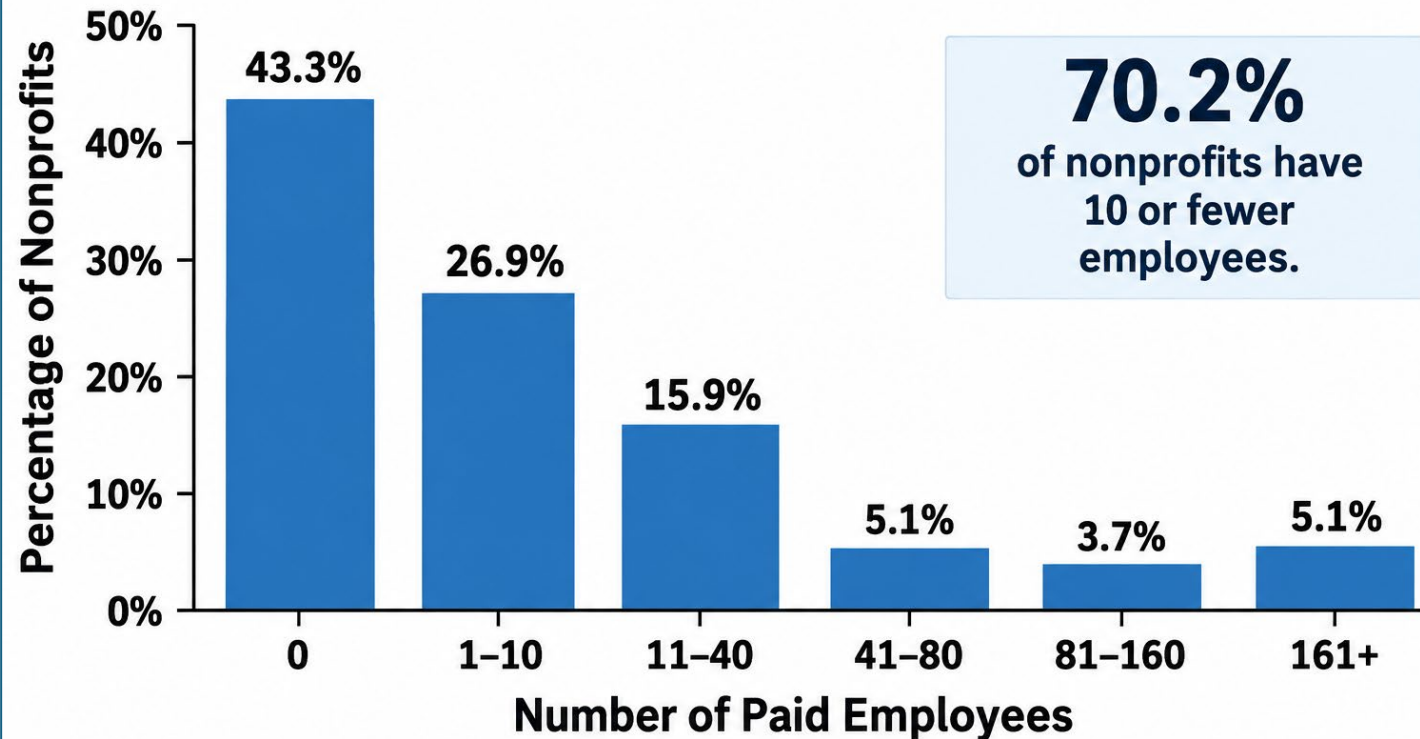
High

MAGNITUDE: Engagement

What Organization Size?

U.S. Nonprofits by Number of Paid Employees

Most nonprofits are very small — about 70% have 10 or fewer employees.



Source: Candid, People in the U.S. Social Sector. Counts are rounded to the nearest thousand; percentages are approximate. Staffing data are from organizations filing IRS Form 990, using their latest available filing from 2019–2023 and organizations appearing on a 2023 IRS Business Master File.

Build it? or.... Join it?

PROS

- Control/Choice
- Design
- Creativity
- Family
- Social Networks
- Life Balance
- Passion



What problems do you want to improve?

What negative outcomes are you passionate about?

At what SCOPE & MAGNITUDE?



PROS

- Legal Organization
- Scope/Magnitude
- Pre-Designed
- Resources
- Professional Networks
- Volunteers
- Donations



*When ye are in the service
of your fellow beings ye are only I
n the service of your God.*

Mosiah 2:17



Increasing YOUR Influence for Good

- Explore and build your potential power.
- **Influence following the example of Christ --**
Persuasion, Long-Suffering, Gentleness, Meekness & Love Unfeigned
- **Honor AGENCY**
- Create motivating conditions: **CAN** they? **WILL** they?
- Identify problems you are passionate about improving.
- Assess your strengths, interests, resources & personal networks.
- Decide where & how you want to make a difference:
SCOPE & MAGNITUDE
- THEN..... **Build it! ... or Join it!**

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**For What, Where, When, How, Why, With Whom
will you
Increase Your Influence for Good?**



Look to Christ for his examples of
loving influence & for your inspiration!!

**You can influence others for good
& change the world... 1 step at a time!**