



What are the Five Myths of Influence? (9-5)

The true measure of leadership is influence.

True leadership cannot be awarded, appointed, or assigned. It comes only from influence.

As you study, observe, and engage leadership in life, you will find that things happen with those that know how to influence others. Leadership is influence – nothing more, nothing less.

In understanding Leadership, which is influence, it is important to understand some of the myths associated with Leadership.

Myth – Knowledge

Sir Francis Bacon said, “*Knowledge is power.*” Most people, believing power is the essence of leadership, naturally assume that those who possess knowledge and intelligence are leaders. This is not automatically true. It is the activation of knowledge in your life that is power.

Myth – Position

Leadership is not based on position. Stanley Huffty says is best, “It’s not the position that makes the leader; it’s the leader that makes the position.”

Myth – Management

Many people think that leading and managing are the same. This is far from the truth. The main difference between management and leadership is that leadership is about influencing people to follow, while management focuses on maintaining systems and processes.

The best way to evaluate whether a person is a leader or a manager or both is to ask the person to create positive change. Managers can maintain direction but cannot change it. To move people in a new direction, you need influence.

Myth – Entrepreneur

Many entrepreneurs (identified as salespeople by some people) can persuade people for a moment, but a true leader holds long-term influence.

Myth – Pioneer

Being first is not always the same as leading. To be a leader, a person must not only be out front, but also have people intentionally coming behind him, following his lead, and acting on his vision.



What are You Going to Do to Make it Happen?

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