Insights into influence – Situational Leadership®

Influence is one of life’s essential ingredients. From the time we’re born we are embarked on a daily quest to influence others. And, of course, everyone else is trying to influence us, too!

Our efforts at influence are often thwarted or complicated by the people we are trying to influence. They just don’t seem to “get it”! Too often our frustrated efforts end in conflict as we try to make people see it our way or failure as we give up or accept lesser outcomes.

One of the most time-tested approaches to improving our influence effectiveness is with Situational Leadership®. Situational Leadership® explores two key ingredients in the influence recipe:

* Your influencing/leading style
* The other party’s “readiness” to respond in a particular situation (hence the name)

The Situational Leadership® model provides a means of developing leadership and influence skills by learning about:

* How influence works
* Leadership styles – strengths and weaknesses
* How to identify follower readiness
* Matching leader behaviour to follower needs

Situational Leadership® was developed by Dr Paul Hersey more than 30 years ago and remains one of the most widely used and respected leadership development tools available, with more than ten million managers worldwide having been trained in its use. It is a robust and practical tool for anyone involved in any level of leadership – from managers and supervisors to teachers and parents. The skills are sensible and transferable and can help you achieve immediate improvements in your influencing efforts.