



Course Name: Principles of Influence: Part 2

By Dr. Bob Turner

Course description:

This course discusses principles of influence that are part of influencing others. The intent of this class is to address several needed components in leadership today to help guide the direction of the church toward the body God intended. The material is based out of Dale Carnegie's book, *How to Win Friends and Influence People*.

Course Objectives: By the end of the class students will have:

- A. Identified and discussed four additional principles of influence that relate to how we lead others.
- B. Listed out ways to accomplish each principle.

Outline of the class:

- A. Review the material covered in last week's lesson. There were specifically four principles discussed that are involved to influence others.
 - 1. Avoid arguing: Best way to win an argument is to avoid it all together.
 - 2. Show respect: We do not have to agree on everything to be respectful. We are all made in the image of God.
 - 3. Admit wrong: No one is perfect. Admit it quickly and work to make correction.
 - 4. Be Friendly: Simple, yet so important if we want to influence others to our way of thinking.
- B. Ask the class what questions they might have about these areas before moving into the next four we will discuss today.
- C. Today, we will examine four additional principles that contribute to our influence in the lives of others.
 - 1. Get others to say yes
 - a. It is important to get the other person to agree with us as quickly as possible.
 - b. Ask the class to share their thoughts on how we might get others to say yes or agree with us. Some possibilities to add are below:
 - i. Begin in areas where we agree before moving to where we disagree.

- ii. Start with what we have in common, moving from the known to the unknown.
 - iii. Suggest possible options for how to move forward.
 - iv. Establish an objective standard by which to look at all angles considered.
 - v. Show respect and express trust.
2. Let others do the talking
- a. Let the other person do most of the talking. This is a bit more challenging, especially when we feel we are right, when we feel our position is more important, and when we enjoy carrying the conversation.
 - b. We learn more by listening. When we listen, we learn about them, their feelings, positions, likes and dislikes, along with learning what we need to do to lead them.
 - c. Ask the class to share the types of questions that will help us learn about the other person and allow them to do the talking (Avoid closed ended questions – yes and no). A few starters are below:
 - i. What do you enjoy doing in your spare time or off time?
 - ii. How would you describe what someone else does that annoys you the most?
 - iii. If you could master any skill, what would you do? Why?
 - iv. If you were going to recommend a book for me to read, which one would you recommend? What did you like about it?
 - v. What do you wish you knew more about?
 - vi. If you had an opportunity to do something over in life, what would it be?
 - vii. How do you relax when you are finished with work?
 - viii. What is the most interesting place you've ever visited? What did you like about it? Why was it interesting?
 - ix. How is your life different now than it was 10 years ago or 5 years ago or even 1 year ago?
 - x. Where did you grow up and what was your family life like?
3. Let others take credit for the idea
- a. The challenge here is to let the other person feel the idea is their own. This is not easy to do.
 - b. Ask the class to share ways we might accomplish this. A few possible suggestions are listed below:

- i. We must first have the attitude that we do not have to have our own way.
 - ii. Find ways to make suggestions by asking the other person's thoughts on how to achieve a specific area.
 - iii. Encourage them in the ideas they have suggested before.
 - iv. Tell them you've been thinking about a specific project and have a few ideas but wanted to get their input as to how the plans can be adapted or modified and then encourage them to run with their ideas.
 - v. Spend enough time with them to know how to use their way of thinking and ideas to say, "I heard you mention a specific idea. Could we talk about that further?"
- 4. See from the other person's point of view
 - a. One of the most difficult areas to accomplish is this one. The grass always looks greener on the other side of the fence...until we get there.
 - b. We need to walk a mile in their shoes before we criticize or think of making suggestions to someone about what they do, or how they do it.
 - c. Take a few moments to first list out why it is hard to see from someone else's point of view. Here are a few ideas that might be added.
 - i. Different educational backgrounds.
 - ii. Grew up in different homes, different parents, siblings, etc.
 - iii. Different ages, perhaps different gender.
 - iv. Potentially different circumstances than anything we have personally experienced.
 - v. We work different jobs.
 - vi. Married to different people, or one may be married and the other single.
 - vii. Different levels of spiritual maturity, or possibly different spiritual background completely.
 - viii. Emotional make up is different.
 - ix. Live in different neighborhoods
 - d. Then, ask the class to make a list of ways we can learn to see from someone else's point of view.
 - i. Take time to pray first and ask God to help you in this area.
 - ii. Ask questions about why they feel or think the way they do?
 - iii. Ask them to help you understand their thought process.

- iv. Possibly put yourself in a similar situation to experience what they have experienced (not always possible, but it could be).
- v. Learn what not to say: Never say:
 - “I know exactly how you feel” (we don’t, not now, not ever)
 - “I had a situation just like this” (people do not really care if our situation was similar, except us)
 - “If I were in your position, here is what I would do” (please, please, please never say this).There may be more, but think from their perspective. Most people need someone to listen and try to understand, rather than tell them what they should do.

Conclusion:

- A. We all want to influence others, especially as we consider the spiritual needs of the soul. These four additional principles continue to increase our ability to influence others.
- B. However, in order to achieve this task, we have to be kind, gentle, thoughtful, considerate, and apply these principles in ways that help us bring about positive results.
- C. Next week, we will consider four additional leadership principles that add to this winning combination of influence. Again, take time each day to focus on each of these areas and how to better develop them in your life.

Recommending Reading:

Carnegie, Dale. *How to Win Friends and Influence People*