



Course Name: Principles of Influence: Part 3

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Course description:

Today, we conclude our discussion about principles of influence that are part of influencing others. The intent of this class is to address the final components in leadership needed 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 the final four principles of influence as they relate to leading 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 eight principles discussed that are involved in influencing 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.
 - 5. Get others to say yes: Start with where we agree and the known before moving to where we disagree and the unknown.
 - 6. Let others do the talking: Learn to ask questions and listen to what they have to say.
 - 7. Let others take credit for the idea: Challenging, but powerful to allow others to contribute in such a way they take credit for the idea. It is about getting the work done, not about receiving credit ourselves.
 - 8. See from their point of view: A bit more difficult, but when we can walk in their shoes, our perspective begins to change about how we move forward.
- B. Ask the class what questions they might have about these principles before moving into the next four we will discuss today.

- C. Today, we will examine the final four principles that contribute to the opportunity of influencing others.
1. Sympathize with others and their ideas (even if they are not good in our eyes)
 - a. The biggest key here is learning to listen with our ears, our eyes, and our hearts.
 - b. We have to do our best to understand why they think and feel the way they do. Get to know people better.
 - c. Take a moment and ask for a definition of sympathy. What do we mean when we say sympathize? The following may add to the discussion.
 - i. The technical definition is twofold: 1) feelings of pity and sorrow for someone else's misfortune, and 2) understanding between people; common feeling.
 - ii. It is also defined as, "power of entering into another's feelings or mind: ...compassion."
 - iii. The idea is often expressed as a feeling of concern for someone else.
 - d. This is similar to seeing from another person's point of view. Ask the class to express how we can become more sympathetic to others and their ideas. The material below can add to the discussion if they are not mentioned.
 - i. Sympathy often results from having experienced similar circumstances in our own lives on a personal level.
 - ii. We can also develop sympathy based on listening to the struggle, challenge, pain, or agony expressed in the person's voice.
 - iii. Learn to pay attention. Look at what is going on in someone's life.
 - iv. Express sorrow for the person's situation: call, send a card, visit, etc.
 - v. When appropriate, physical touch is helpful. Putting your hand on the shoulder of someone at a funeral, an appropriate hug, etc.
 2. Appeal to nobler motives
 - a. Remember, there is a much higher cause than our own.
 - b. Focus all of our attention in the direction of God and what we learn from His word.
 - c. Ask the class to share how we might appeal to nobler motives:
 - i. Remind people to act with integrity and virtue.
 - ii. Speak to a person's self-interests and the interests of others.
 - iii. Let them make the decision as to what they believe is best.

3. Dramatize your ideas
 - a. Show enthusiasm, excitement. Have some sort of expression that lets them know we have conviction to our way of thinking.
 - b. Do not be fake or put on. If we are not genuinely excited about what we are trying to promote, then we have other problems to deal with at this point.
 - c. Here is where we need to be a bit more creative. Ask the class to discuss how we can dramatize our ideas with enthusiasm and excitement. Here are a few suggestions to add to the discussion.
 - i. We have to first be convicted of the idea and the need for it.
 - ii. Don't wait for an opportunity, seek it and take advantage of it.
 - iii. Continue to connect to the vision.
 - iv. Know what is worth giving our lives for and to.
4. Challenge people to do something great
 - a. Show people what must be done and how it can be done.
 - b. Show them why they need to do it and encourage them to believe they can do it.
 - c. Most people do not realize their own potential, yet often see it in others. Ask the class to list out ways we can encourage people to do something great. Below are a few suggestions:
 - i. Start small and work your way up to bigger and better.
 - ii. Create a little friendly competition (be careful here, but this can work really well)
 - iii. Develop a standard of excellence.
 - iv. Design ways for the task to be exciting and not mundane.

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. Nothing is easy or set in stone, but if we take time to apply these principles, we will find that our influence will grow and others get on board.
- C. Next week, we will consider ways we can approach the importance of understanding the power of influence. Once again, take time each day to focus on the principles we've discussed over the last few weeks and think about how to better develop them in your life.

Recommending Reading:

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