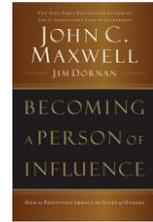




Becoming a Person of Influence, by John C. Maxwell (Thomas Nelson 1997)

The Need

The practical knowledge of certain qualities is required to make positive impact in people's lives and influence them in a positive manner. *One Page* believes this summary of John C. Maxwell's book on *Becoming a Person of Influence* will be useful for leaders at any level in an organization.



Learning Outcomes

In this summary, you will learn the behaviours and skills required to influence people and be a successful mentor.

The Book in One Page

- **Start with integrity**
People of influence are guided by principles that remain constant with them. They are usually truthful, trustworthy and morally upright. You stand no chance to positively impact the lives of others when you lack integrity. It is the foundation stone to a noble character.
- **Show Confidence in your people**
Good executives or leaders of organizations often understand that their employees or colleagues thrive on encouragement. They are therefore very powerful motivators in the workplace. When you show confidence in the people that work with you, they are encouraged to work harder and become very successful.
- **Learn to listen attentively**
People with good listening skills are 'magnetic'. They attract others to them with their patience, open mindedness and nonjudgmental attitude. They also select their words carefully when they have to respond to an issue or give a feedback.
- **Have a Guide**
No matter how motivated an individual may be, he or she may still need guidance and direction. They need someone that could help them recognize their strengths and point out their possibilities. In choosing a guide or a mentor, or in choosing someone you want to mentor, it is wise to choose individuals who share your basic principles and values.
- **Empower others**
Influential persons do not only spark passion in individuals to become self-motivated, they also provide individuals with resources for their self-development. Your primary goal as a mentor is to set your mentees free by empowering them to succeed independently. Empower them!
- **Pass on the baton**
You will become a successful mentor if those you mentored move on to mentor others. The true measure of your success as a leader or a mentor is when your trainee (protégé) becomes better than you. Your failure to establish a line of succession can cripple an entire venture.