

## **General Leadership Principles**

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### **Course description: General Leadership Principles Part 7**

This course deals with the power of our influence as leaders. This is the third of four lessons designed to consider the influences in history, biblical influences, influences in our lives personally, and how we can improve in our ability to influence others. These lessons follow the Dale Carnegie lessons on “How to Influence People to our Way of Thinking.”

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

- A. Developed a minimum of four ways we can grow or improve our influence in the lives of others.
- B. Examined Paul’s letter to Philemon and listed at least four ways Paul appeals to him.
- C. Described a five-step plan to conduct self-evaluation.

### **Outline of the class:**

- A. Divide the class into groups of four. Ask each group to take 10 minutes to list four or five ways we can grow or improve our influence with others.
- B. Once the task is completed, ask each group to share one of the ways listed and go around the room until everyone has identified everything on their list. Write these on the whiteboard for follow up with the information below.
- C. A few suggestions to add and some additional questions to ask related to growing and improving our influence.
  - 1. Hard work
    - a. There is nothing easy when it comes to improving our influence. It is possible we will have to repair our reputation before we can grow our influence.
      - i. If there are areas damaged by our decisions, then correct them as soon as possible.
      - ii. If there are people that we need to apologize to and ask for forgiveness, then do so. Get out of the box.
    - b. Develop discipline (strong daily habits)
      - i. Prayer
      - ii. Thoroughly study God’s Word
      - iii. Serve someone else (regularly)

- c. Practice specific virtues weekly
  - i. Benjamin Franklin was noted for writing down one virtue on his calendar each week from 1 Peter 1:5-7. He would focus all week on developing that one virtue.
  - ii. The second week, he would focus on the second virtue.
  - iii. When he finished the list, he started over.
2. Making the right appeal (examine Paul's appeal to Philemon)
  - a. Ask each group to look at the book of Philemon. Give the groups about 10 minutes to read through the letter and make a list of ways that Paul appealed to Philemon.
  - b. Once finished, ask the groups to share what they found in this letter that helps us learn how to appeal to others. A few suggestions are below.
    - i. Appeal on the basis of love (vv. 4-9)
    - ii. Appeal to benefit - service (v. 13)
    - iii. Appeal to value (vv. 16-17)
    - iv. Appeal to honor (vv. 14-15, 20-21)
3. Know the difference between image and reputation
  - a. Image is the way we see ourselves.
  - b. Reputation is the way others see us.
  - c. We may never change the way we see ourselves, but we can sure make an impact if we learn how to improve our reputation, the way others see us. The ideas we've been discussing over the last few weeks will help us in our approach to this point.
4. Always be a learner
  - a. Read, read, read. Gain insights from others who have great influence.
  - b. If there is one area that is so desperately needed for Christians today, it is this one. Never stop learning.
  - c. Learn to read, learn to listen, learn to observe, learn to think, learn to love others.
5. Self-evaluation
  - a. Learn our personal strengths and weaknesses.

- b. One of the most needed and difficult—often neglected or avoided—is the ability to examine our own lives objectively.
- c. We tend to judge ourselves by our intentions, while others judge us by our actions.
- d. We need a plan that takes time each day, week, month, and year to examine our lives: behavior, words, actions, relationships, activity, etc. and ensure that we align them with our values.
- e. Ask each group to take 3-4 minutes and list a couple of ways we can develop a process to examine ourselves. A few suggestions are below:
  - i. Make a list of our values.
  - ii. Reflect on the people we encounter each day (family, friends, coworkers, etc.)
  - iii. Think about how these individuals reacted to us: positive, negative, aggressive, passive, indifferent, etc.
  - iv. Ask: Did they approach us this way? Did they react this way to something we said or did? How did we respond to their reaction? Do we know specifics of what is going on in their lives that might warrant this reaction? Is it us?
  - v. Discuss our evaluation with a close family member or friend who will be honest enough with us to tell us if our assessment is accurate or if we are blind to an area.
- f. The hardest part is recognizing when our lives do not align and having the courage to make the changes necessary to get back on track.

Conclusion:

- A. As we conclude this series of lessons on influence, we find that when we take the time to work on the example we set before others, we grow in our influence.
- B. Today, we learned at least five ways we can focus on our example and work to improve our influence.
- C. Next week, we will move into a new principle of leadership that will help us develop as God's leaders.

Recommending Reading:

Maxwell, John. *21 Irrefutable Laws of Leadership*