



Leadership and Influence

SEHG-SV-2953 · Business · approx. 1 min seat time · English · 100% online, self-paced

Accreditation & industry alignments: none verified on record — institutional accreditor mapping pending

COURSE DESCRIPTION

Welcome to the Leadership and Influence workshop! They say that leaders are born, not made. While it is true that some people are born leaders, some leaders are born in the midst of adversity. Often, simple people who have never had a leadership role will stand up and take the lead when a situation they care about requires it. A simple example is parenting. When a child arrives, many parents discover leadership abilities they never knew existed in order to guide and protect their offspring. There are countless war stories of simple GI's and sailors who rose to a challenge on their own in the heat of battle. Clearly, leadership potential exists within each of us. That potential can be triggered by outside events, or it can be learned by exploring ourselves from within. This training takes the latter approach. Once you learn the techniques of true leadership, you will be able to build the confidence it takes to take the lead. The more experience you have acting as a genuine leader, the easier it will be for you. It is never easy to take the lead, as you will need to make decisions and face challenges, but it can become natural and rewarding. Leadership is not telling others what to do. Leadership is inspiring others to do what needs to be done. Many people around the world who are in leadership positions are not leaders. Dictators call themselves leaders but they are not — they are tyrants. There have been many presidents of the United States, but few were real leaders. Genuine leaders take a stand and motivate others to join them in a noble purpose. One such leader was Abraham Lincoln, who ended slavery in the United States. Another was John F. Kennedy, who inspired a nation to go to the moon within a decade, and it did. General Patton had a completely different but no less effective leadership style. What is it that makes a leader, and what separates the good from the great? This workshop will explore different leadership theories and examine what makes a great leader. Influence is subtle, yet incredibly powerful. You can order someone to do a task, but you cannot order them to do their best. It simply does not work and usually has the opposite effect. You can influence people to do their best by providing a strong, motivating example in addition to positive reinforcement. Leadership addresses tasks, while influence addresses attitudes and awareness. Influence is the soul of leadership.

Supervisors and Managers course: Leadership and Influence.

WHO THIS COURSE IS FOR

Working professionals, team leads, and career-changers who want practical, job-ready Business skills — no prior coursework required. Teams and organizations can enroll groups for consistent, measurable upskilling.

SKILLS & LEARNING OUTCOMES

Upon completion, the student will be able to:

- Define "leadership"
- Explain the Great Man Theory
- Explain the Trait Theory
- Understand Transformational Leadership
- Understand the people you lead and how to adapt your leadership styles
- Explain leading by Directing

WHAT'S INCLUDED

- 1 clock hour(s) of self-paced online learning
- 12 course modules
- 0 instructional videos — 0 minutes of total video runtime
- This syllabus (PDF), downloadable for reference
- Official SEHG Certificate of Completion upon finishing the course
- Language editions: English

Delivered 100% online and self-paced in the SEHG learning platform. This section lists the materials currently delivered for this course.

MODULE MAP

- **Module 1 — Introduction**
 - Course Objectives
- **Module 2 — The Evolution of Leadership**
 - Defining Leadership
 - Characteristics of a Leader
 - Leadership Principles
 - A Brief History of Leadership
 - Three Theories of Leadership
- **Module 3 — Situational Leadership**
 - Situational Leadership: Telling
 - Situational Leadership: Selling
 - Situational Leadership: Participating
 - Situational Leadership: Delegating
- **Module 4 — A Personal Inventory**
 - An Introduction to Kouzes and Posner
 - A Personal Inventory
 - Creating an Action Plan
- **Module 5 — Modeling the Way**
 - Determining Your Way
 - Being an Inspirational Role Model
 - Influencing Others' Perspectives
- **Module 6 — Inspiring a Shared Vision**
 - Choosing Your Vision
 - Communicating Your Vision
 - Identifying the Benefit for Others
- **Module 7 — Challenging the Process**
 - Think Outside the Box
 - Developing Your Inner Innovator
 - Seeing Room for Improvement
 - Lobbying for Change
- **Module 8 — Enabling Others to Act**
 - Encouraging Growth in Others
 - Creating Mutual Respect
 - The Importance of Trust
- **Module 9 — Encouraging the Heart**
 - Sharing Rewards
 - Celebrating Accomplishments
 - Making Celebration Part of Your Culture
- **Module 10 — Basic Influencing Skills**

- The Art of Persuasion
- The Principles of Influence
- Creating an Impact
- **Module 11 — Setting Goals**
 - Setting SMART Goals
 - Creating a Long-Term Plan
 - Creating a Support System
- **Module 12 — Assessment**

COMPLETION & CERTIFICATION

Completion-based: a certificate of completion is issued after all course videos have been viewed.
The certificate of completion is non-credit. This course does not currently carry academic credit or CEUs.

OFFICIAL SEHG CERTIFICATE

Graduates receive the official Synergy University Education Certificate of Completion — issued by the Office of the Registrar with a unique credential ID, shareable to LinkedIn and verifiable online.

Every certificate carries a unique credential ID — verify at:

SynergyEducation.AI/verify

SUPPORT, ACCESS & POLICIES

- Support: CEO@SynergyEducation.AI
- Accessibility: ADA/WCAG 2.1 AA-first delivery; accommodations available on request.
- Academic integrity and refund policies: per SEHG student handbook.

Enroll Today

Tuition per learner (Essentials tier) — enroll online with the course code below.

\$49 · SEHG-SV-2953 · SynergyEducation.AI

Also available: instructor-led workshop kits for teams — in-person training agendas, playbooks, and facilitator materials built on this course. Contact CEO@SynergyEducation.AI.