

# LEADING WITH INFLUENCE

## Key Points

Leading doesn't require authority, it requires influence.

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People want to do the right thing.

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Set clear expectations.

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Focus on outcomes.

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Offer something in return.

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Foster the right attitude.

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Lisa-Ann Barnes, PMP



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## Other Notes:

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Books by Lisa-Ann Barnes:

- *Project Management for Team Members* – available now
- *Project Management from Start to Finish* – coming February 2020

Purchase at [www.VitalSource.com](http://www.VitalSource.com)

Lisa-Ann Barnes, PMP

