



The Art of Ethical Influence

Leadership is Influence, Nothing More, Nothing Less – John Maxwell



Influence – to move or impel (a person) to some action

Ethics – that branch of philosophy dealing with values relating to human conduct, with respect to the rightness and wrongness of certain actions and to the goodness or badness of the motives and ends of such actions

Ethical Influence – Using ethical concepts to move or impel action. Ethical Influence can drive beliefs, not just action.





project managers are





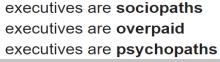


project managers are
project managers are quizlet
project managers are useless
project managers are idiots
project managers are responsible for
project managers are overpaid

project managers are a waste of time

executives are















- Pick any number between 1 and 10
- Double that number
- > Add 8 to the number
- > Divide the number by 2
- Subtract the number you started with
- Now select the letter that corresponds to your number (i.e. A=1, B=2, C=3, etc.)
- Now pick a country that starts with that letter.
- Take the next letter that comes after that letter and choose a typical zoo animal that starts with that letter
- Pick a logical color for that animal

















@RickAMorris



The Elevator Speech

We Make Dreams Come True



If this is true, then....

..we should be attached to the dream, not the plan

..we become judged on how we arrive at the destination

..but not how we grew through the journey



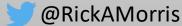


Dr. Cialdini – Power of Persuasion5 decades of research shows 6 principles:

- Liking
- Reciprocity
- Social Proof
- Consistency
- Authority
- Scarcity









Why do we need influence?

- The Greatest Lie Ever Told
- Project Management Myths
- We Earned the Title!
- Everyone wants a strong project manager, until they get one







Tips for Influence

- Authenticity is Key! (Framing)
- Authenticity Connects! (Vulnerability)
- Coaching Instead of Telling (Mandated Dates)
- Think Outside of the Box (Negotiation)
- Respect is Gained on Difficult Ground









Connotation

- Be a success seeker, not a failure avoider
- It is Hope with Preparation, not Blind Faith
- Will vs. Want (Sisyphus)
- True Influence (Modeling Behavior)









Blog: www.pmthatworks.com

Twitter: @rickamorris

Linked In & Facebook updated often

Website: www.rsquaredconsulting.com

Website: www.rickamorris.com

VoiceAmerica every Friday @ 4 CST!

Transformational Leader Podcast











Questions?

More Information?