

Play 13: Why Influence Is the Third Element of Success

These questions are designed to help you reflect on how influence shapes your leadership and the success of those around you.

1. Who has had the greatest influence on your leadership style, and how did they shape it?
2. In your current role, who do you influence most directly? Who do you wish to influence more effectively?
3. How consciously do you use your influence day-to-day — through communication, decisions, or example?
4. Which relationships in your professional life could you strengthen to expand your positive influence?
5. How do you ensure that your influence builds trust rather than dependence?
6. What's one area where authority still dominates over influence in your organization — and how could that shift?
7. When has someone's influence helped you change your mind for the better?
8. How can you use reciprocity — giving before asking — to cultivate influence ethically?
9. How might you model influence for younger colleagues or emerging leaders?
10. What is one concrete step you can take this week to expand your influence in service of a shared goal?

Take one insight from your answers this week and test it in your next decision or team interaction.