

# THE 21 IRREFUTABLE LAWS OF LEADERSHIP



## The Maxwell Philosophy

*“Leadership is simply about influencing people. Nothing more, nothing less.”*

### LAW #2 – The Law of INFLUENCE

#### Learning the Law of Influence:

Leadership is not title, position, power or stature.

It is Influence, nothing more, nothing less.

#### Five Influence Myths:

1. Management myth

The idea that leading and managing are one in the same.

2. Entrepreneur myth

Entrepreneurs are skilled at seeing opportunities and going after them.

3. Knowledge myth

Knowing “what to do” and influencing others “to do it” take different skill sets.

4. Pioneer myth

You can get there first but if no one “follows you,” you are not a leader.

5. Position myth

If I have a title or position, people will follow me.

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## Learning the Law of Influence:

1. Character — Who they are.
2. Relationships — Who they know.
3. Knowledge — What they know.
4. Intuition — What they feel.
5. Experience — Where they have been.
6. Past Success — What they have done.
7. Ability — What they can do.

## Leading others to the Law of the Influence:

*“A Leader sees more, sees farther, and sees before others.”*

1. Lead from a “no leverage” position.
  - a. Volunteer organization.
  - b. Lead your peers.

List words or phrases that indicate an opportunity to teach the Law of Influence:

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## The three questions followers ask leaders:

1. Do you care for me?
2. Can you help me?
3. Can I trust you?