



LESSON #2 - INFLUENCING OTHERS

- Effectively communicate the “why” of the project
- Inspire others to share your vision
- Recognize resistance to change – and overcome it
- Adapt your communication style to the person you’re influencing
- Develop an “elevator pitch” to recruit and stimulate interest in the work of lay ministry

SCRIPTURE: 1 Thessalonians 1: 4 – 10 (The Message)

Every time we think of you we thank God for you. Day and night you’re in our prayers as we call to mind your work of faith, your labor of love, and your patience of hope in following our Master, Jesus Christ, before God our Father. It is clear to us, friends that God not only loves you very much but also has put his hand on you for something special.....

NOTE: We encourage you to read the scripture in any translation that ministers to you, while insuring that you are aware that the New Revised Standard translation is the official version of the AME Church.

WHY ATTEND:

Success in management is about getting results through others. That’s a challenge even when you have positional power (a title, a position, perks). But it’s really difficult when you have no direct authority, and no clear way to hold people accountable – when they are volunteers.

Personal power is the ability to influence people through communication, engagement, persuasion and relationship-building skills. It’s essential for influencing people organization-wide.

There are 4 – Is for influencing others called the “4 I’s”: Inform, Involve, Invite and Ignite. We’ll develop a blueprint for mobilizing your church and encouraging the members to rally around lay ministry through the work of the Lay Organization. At this moment it is your leadership that can and must make the difference.

LEARNING OBJECTIVES

During this highly interactive session, you will learn how to:

- Effectively communicate the “why” of the project
- Inspire others to share your vision
- Recognize resistance to change – and overcome it
- Adapt your communication style to the person/persons you’re influencing
- Invest in relationships with others and get a return on that investment
- Upgrade your active listening skills and body language
- Go beyond logic and appeal to emotions
- Use “constructive persuasion” to change viewpoints

