

Leadership is Influence - by Jack Stawinski

There are many competencies that work their way into how we lead, but leadership at its core, is all about influence and how effective each of us do just that in our respective roles and positions. Being our best starts with being clear on our role and purpose and why we do what we do as educators or business people. The most effective influence occurs when there is high trust of a team and individual level. Trust can only build over time through our relationships, competency and character. When we spend quality time with others we gain trust. When we demonstrate our competence, through our behaviors and actions, we gain trust. As we reveal our character, we also gain trust. We each build up or reduce our trust bank interaction by interaction. All these factor into a leader's ability to influence in any capacity as a coach, a teacher or in business. We can often find ways to compensate for shortfalls in competency and relationships, but character trait gaps is the most difficult one, is it not?

An effective leader has a mindset that understands the importance of mastering their impacts, adapting situationally, through these systematic interrelationships and places constant focus on them and their development. None of us are complete and must admit and consent that we can always improve in what we do.



What do you do to maximize your influence? What skills and behaviors are most important? How do you deal with constructive conflict, leveraging your trust and to maximize commitment? How do you ensure that your mindset is consistently focused on a positive growth orientation? How do you ensure this with your student athletes?

Leadership Competencies

As mentioned, there are many diverse competencies (and opinions) of what it takes to successfully lead in today's competitive athletic environment and world. In fact, depending upon who you ask, there are upwards of 70 distinct and varied competencies, traits and behaviors describing such. Leadership is not simple and application of the competencies varies by person and situation. What's important is that we all understand our strengths and opportunity areas. That way we leverage our strengths, build upon them and address areas where we know we must get better in.