

COMMUNICATION IS THE LANGUAGE OF LEADERSHIP

Connecting is the foundation for communication

Denis Baker, CSP

Several thin, white, parallel lines of varying lengths and slopes are positioned on the right side of the slide, extending from the top right towards the bottom left.

#1

CRITERIA

THE **NUMBER 1** CRITERIA FOR
ADVANCEMENT &
PROMOTION FOR
PROFESSIONALS
IS THE ABILITY TO
COMMUNICATE EFFECTIVELY.

—HARVARD BUSINESS REVIEW



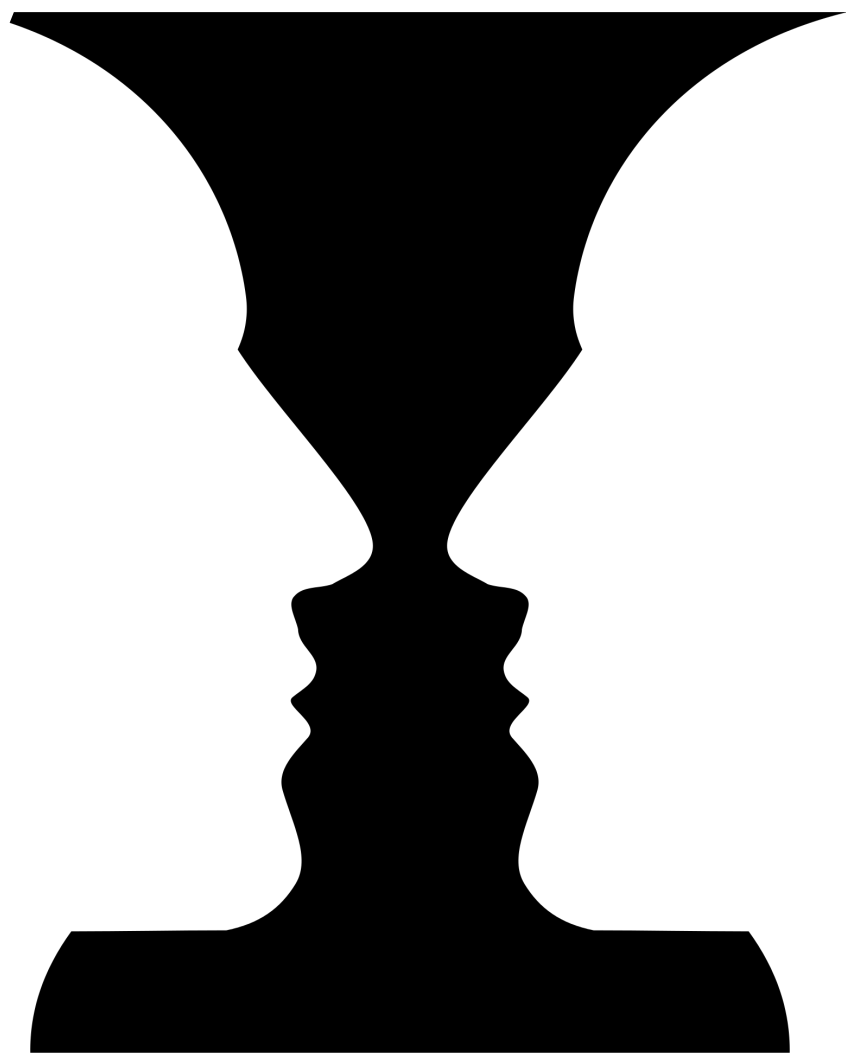
1. Implement the **5 Factors to Connect** with Others
2. Integrate the **8 Principles of Effective Communication** in Your Everyday interactions

HOW DO WE ACHIEVE THE LANGUAGE OF LEADERSHIP



IF YOU ASK ME WHAT'S
THE ONE THING YOU CAN
DO TO BE MORE
SUCCESSFUL, I'D SAY
LEARN TO COMMUNICATE.

—JOHN C. MAXWELL





CONNECTING

A group of four business professionals in a modern office setting. A man in a dark suit is shaking hands with a woman in a black blazer and white top. Another woman in a black vest and white shirt stands to the left, smiling. A man in a dark suit and tie stands to the right, also smiling. They are gathered around a glass table with a laptop and some papers. The background is a bright, modern office with large windows.

**CONNECTING INCREASES
YOUR INFLUENCE IN
EVERY SITUATION**



CONNECTING IS...
THE ABILITY TO IDENTIFY
WITH PEOPLE AND
RELATE TO THEM IN A WAY
THAT INCREASES YOUR
INFLUENCE WITH THEM.

—JOHN C. MAXWELL



Leadership is all
about others...

...and so is connecting.

A photograph of four business professionals (three women and one man) in an office setting, smiling and engaged in conversation. They are seated around a table, with a laptop visible in the foreground. The background shows a blurred office environment with large windows. An orange semi-transparent banner is overlaid on the bottom right of the image, containing the text.

**CONNECTING IS MORE A SKILL
THAN A NATURAL TALENT**



5 FACTORS FOR CONNECTING

1. RELATIONSHIPS
2. INSIGHT
3. SUCCESS
4. ABILITY
5. SACRIFICE

COMMON GROUND IS THE
POINT WHERE EVERYONE'S
NEEDS, BELIEFS AND VALUES
INTERSECT



INFLUENCE IS NOT ABOUT
IMPRESSING PEOPLE. IT IS
ABOUT CONNECTING WITH
THEM.



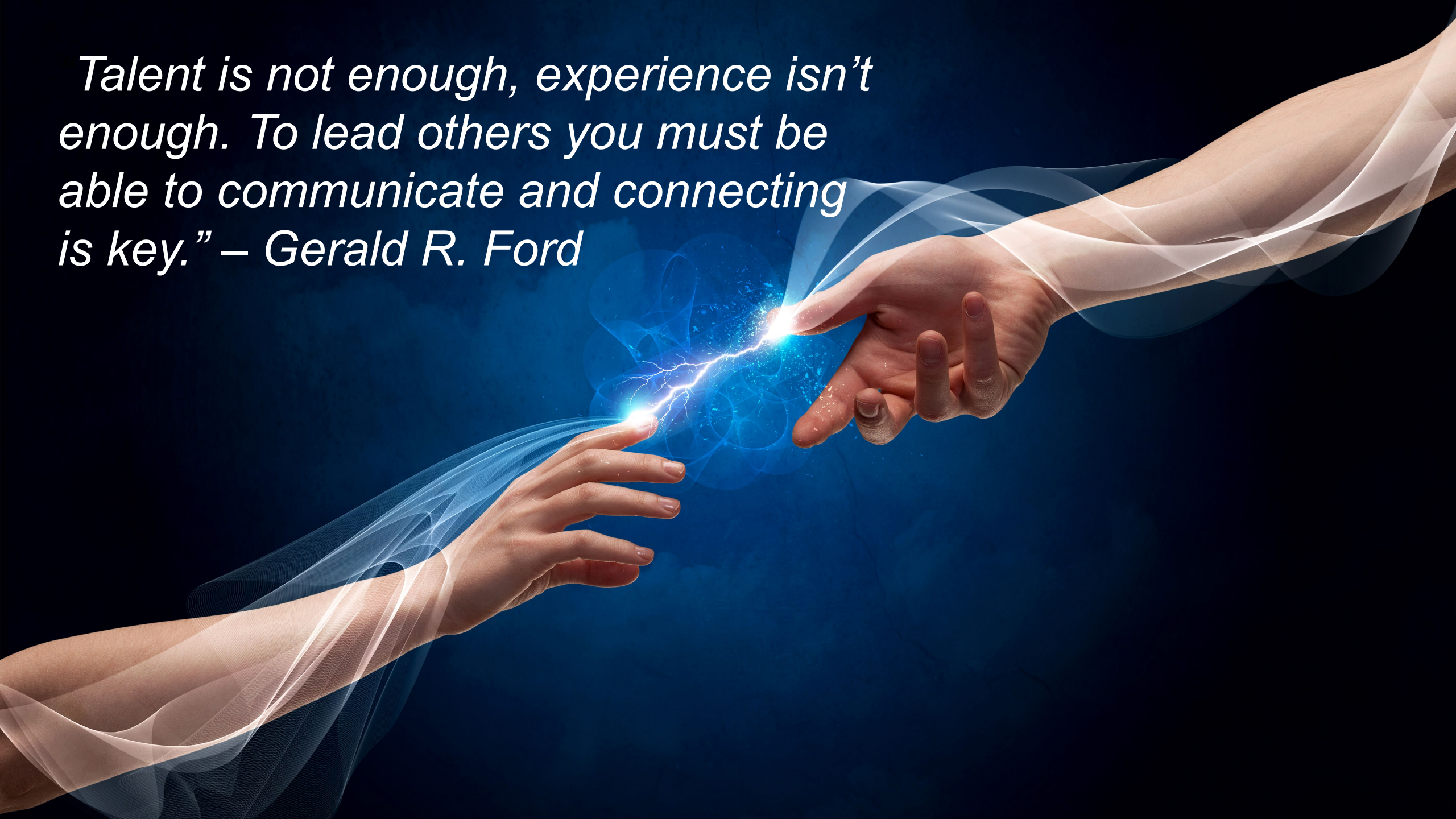
COMMUNICATING



There may be no single thing more important in our efforts to achieve meaningful work and fulfilling relationships than to learn to practice the art of communication.

—MAX DE PREE

Talent is not enough, experience isn't enough. To lead others you must be able to communicate and connecting is key.” – Gerald R. Ford



Communication Is
As Old As Time

Methods Change



How Much Do You Communicate?



Three Questions

1. Where did you grow up?
2. What two words would you use to describe how you experienced communication while you were growing up?
3. In one minute or less, share how has that has influenced the way you communicate with others today?






Communication is
shaped by our life
experience.

A person wearing a dark hooded jacket is seen from behind, looking out at a vast, calm sea. The sky is filled with heavy, dark clouds, with a small patch of lighter sky visible near the horizon. The overall mood is contemplative and serene.

Communication Key



“ People remember 85-90% of what we see, but less than 15% of what we hear. ”



Perception

What are some ways that people perceive what we are trying to communicate?



Communication

Purpose

What is the real purpose of this communication?

Is it to transfer information, elicit an action , build a deeper connection or ask a question?



Communication

Perspective

Each of us have our own perspective. Thinking first about what someone's perspective is helps us to frame our communication.



Communication



Personal Style

There are 4 primary communication styles and when we use the right approach, our communication has more impact!



Speaking the Language of Leadership

Communicate effectively, lead successfully



Know Who

Safety Leaders tell people what's important for them to know, even if it's negative and they communicate expectations.



Be Honest and Factual

People who are influential leaders are honest in their communication. They don't stretch or exaggerate the circumstances.



Evaluate Body Language

Influential Safety Leaders are constantly tracking people's reactions to their message. You must recognize changes in body language



Be Who You Are

Don't be someone you're not! People will find out the real you. Position or prestige doesn't change who you are.

How to Speak the Language of Communication

Everyone you respect as a leader can communicate effectively



Speak with Authority

If you believe it, then say it!!!
Don't use words that you can't say or don't know the meaning of.



Ask for Feedback

Influential leaders are always looking for ways to improve their communication and interaction. They are not afraid to ask how they can become better and more effective.



Use your ears more than your mouth

Influential leaders realize that listening is far more than hearing. They understand that we listen not to reply, but to understand.



Be Proactive

Influential Leaders are proactive in responding to situations and rumors by being open and transparent in their communications.



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Equipping Individuals and Teams to Become Leaders Through Influence



EXECUTIVE/BUSINESS COACHING

Leaders, at any level, face situations and challenges that cause them to reflect upon their effectiveness. We help leaders use these moments as a catalyst for personal development for improved performance.

Our coaching process is designed to encourage a change in thoughts, ideas and behaviors through a proven process.



KEYNOTE/MOTIVATIONAL SPEAKING

Whether it is a technical or motivational topic, Denis is a passionate speaker who energizes the crowd to action. He uses a high energy style to convey his passions and convictions through personal and professional related stories.

His focus is to influence, motivate and encourage all who attend his sessions.



LEADERSHIP CONSULTING

At Leader Influence LLC, we believe influence is the key in both personal and professional successful leadership. If the right leader is in place, a dedicated group of people can accomplish extraordinary things.

Great leaders inspire, innovate and drive performance. We partner with clients to identify, develop, and coach leaders for success.



LEADERSHIP/PERSONAL/ TEAM TRAINING

Leader Influence LLC offers leadership, personal development and team training for organizations who want to invest in their employees and accelerate organizational growth. We offer customized courses from 1 hr, half or full day to multiple days. Topics vary based on client needs.



DENIS BAKER BIO/CONTACT INFORMATION

John Maxwell says, "Leadership is influence, nothing more, nothing less." As Denis reflected on his past leadership struggles, he realized how accurate and relevant John's quote is. Because, without influence, there is no leadership, and if there is no leadership, you can achieve nothing worthwhile. With an immense desire and passion for increasing his influence and help others do the same, Denis started Leader Influence LLC and leaderinfluence.net (blog). Through these two platforms, he has taken his passion, conviction, and desire for leadership to a higher level. In addition to his safety-related experience, Denis has become a respected leadership advisor and expert to many companies, organizations and individuals. Denis has a weekly LinkedIn post titled, "Insights To Influence," where he provides realistic and achievable insights to increase one's influence. Denis is an Executive Director for the John Maxwell Group and is a certified leadership Coach, Trainer, and KeynoteSpeaker. He is also a certified DISC Behavior Consultant. He is a passionate person of influence committed to teaching and communicating practical and relevant influencing techniques. His uniquely passionate and emotionally driven style resonates with many, creating a desire for change, thus becoming a more effective leader.



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