Executive Summary
Chapter 5
The Five Levels of Influence

- Expanding the influence of a leader is accomplished by growing the leader himself
- Levels of leadership sources
- John Maxwell *Developing the Leader within You*
  - Position
  - Permission
  - Production
  - People Development
  - Personhood
- Jim Collins *Good to Great*
  - Capable individual
  - Contributing Team Member
  - Competent Orchestrator
  - Effective Leader
  - Executive
- The Five Levels of Leadership Explained
  1. Learning
  2. Performing
  3. Leading
  4. Developing Leaders
  5. Developing Leaders of Leaders
- Previously discussed Foundational Qualities and Cycle of Achievement
- Now the playing field of leadership will be explored.
• Playing field is like a flight of stairs. As a leader progresses through the leadership process, his influence increases and the impact of his efforts have broader scope. See diagram on page 116.

• Different levels of Progression

  • A leader may be at various levels of influence of his or her life.
  • Organizations can exist at different levels on this progression.
  • Individuals within the organization each exist at their own level of influence.

Living the Five Levels of Influence: Queen Elizabeth I

Queen Elizabeth I is a great example of ascending through various levels of leadership. She was the daughter of King Henry VIII. Through various power struggles within the English royal court she managed to stay alive until she ascended to the throne. Elizabeth used this time to help prepare for the throne. The country was on the verge of civil war. She developed rapport with the crowds and was able to convince the masses that she would return England to greatness. She also was able to surround herself with loyal talent for her advisors. In the course of her reign Elizabeth had taken a chaotic and quarrelsome, economically tiny country and elevated it to the position of the most prosperous in Europe.

As much as any leader, the life of Queen Elizabeth I demonstrates the results that are possible through the ascending levels of influence available to a leader. pp 117-118