



MAXIMIZING INFLUENCE

ACCELERATOR

WORKBOOK



MAXIMIZING INFLUENCE WORKBOOK

SELF-PRESERVATION

Exercise 1: Do you have any immediate thoughts/reflections on this tool?"

- What connected with you? Can you think of time or a story from your own life that illustrates this tool?"

Exercise 2: What stops you from building strong Relationships? For most of us, it's Self-Preservation. Take time to honestly answer the 3 Self-Preservations questions below:

1. What are you *afraid of losing*?:

2. What are you *trying to hide*?:

3. What are you *trying to prove? And to whom*?:



MAXIMIZING INFLUENCE WORKBOOK

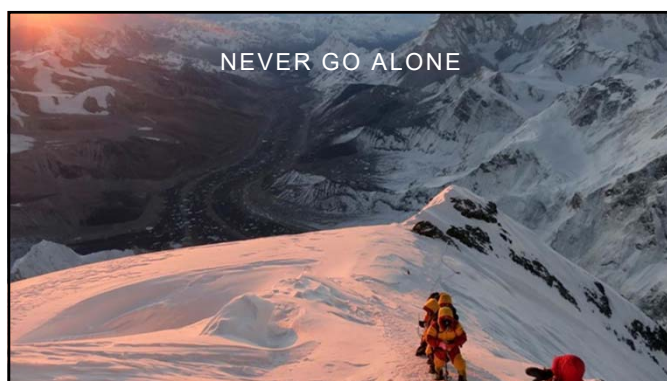
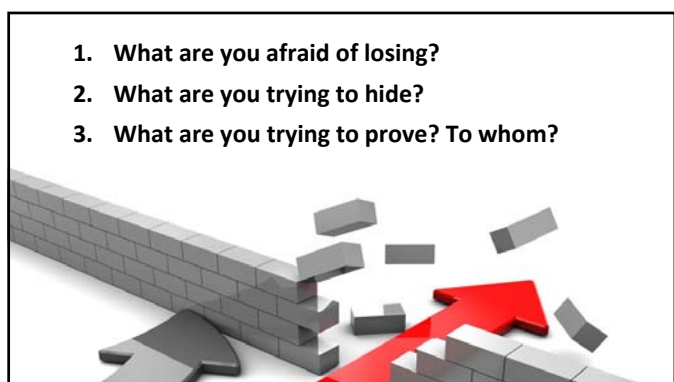
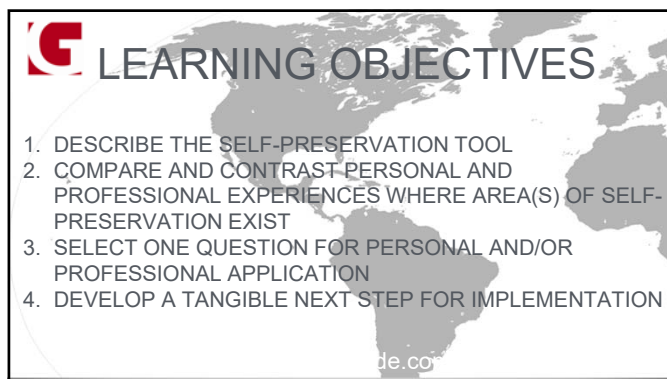
ADDITIONAL NOTES ON MAXIMIZING INFLUENCE:

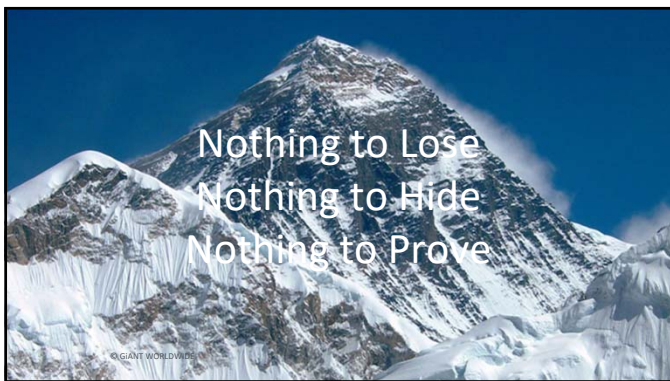
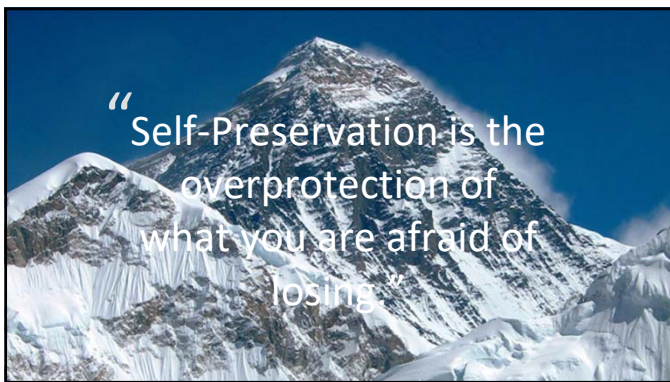
Use the space below to record any additional notes, thoughts, questions or insights.

Right now in your leadership, which of these three questions is the most relevant?

What does it look like when a leader is trying to hide or prove something or is afraid of losing something?

Where is self-preservation affecting your behavior right now?





1. What are you afraid of losing?
2. What are you trying to hide?
3. What are you trying to prove? To whom?



Alan R. Spies, RPh, JD, MBA, PhD, ACC

Kennedy Chair and Clinical Professor
Kennedy Pharmacy Innovation Center
University of South Carolina College of Pharmacy
spies@kennedycenter.sc.edu
205.335.2477



Good Science. Good Practice. Good Business.

KENNEDY
PHARMACY INNOVATION CENTER