



Leadership Influence Audit: From Voice to Vision

Use this resource to assess how you're showing up in senior leadership spaces—and create a plan to evolve from visible to *influential*.

Part 1: Commanding vs. Owning – Where Do You Stand?

Check the boxes that feel true most often in your leadership behavior:

☒	Commanding the Room	Owning the Table
☐	I speak confidently and hold attention	I steer conversations toward strategic decisions
☐	I'm known for presence and communication	I'm known for enterprise impact and influence
☐	I respond to agendas set by others	I help shape the agenda and influence priorities
☐	My team respects my authority	My peers and superiors seek my perspective proactively
☐	I often perform leadership	I consistently practice ownership-level thinking

Reflection Prompt:

Where do I lean more often—toward commanding or owning?
What would it take for me to shift one “commanding” behavior into an “owning” behavior this quarter?

Part 2: Executive Influence Gap Finder

Answer these questions to identify your biggest growth opportunities:

1. **Who do I currently influence—and who do I need to influence to elevate my role?**
(Think: decision-makers, cross-functional leaders, enterprise stakeholders)
 2. **When was the last time I shaped a key decision, not just contributed to the discussion?**
 3. **Do I have a reputation for solving enterprise-level problems—or just functional ones?**
 4. **Is my leadership voice connected to strategy, risk, innovation, or growth?**
(Circle all that apply—or none, if unsure.)
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Part 3: 90-Day Influence Builder

Choose **one action per category** below to strengthen your influence in the next 90 days:

♦ Strategic Presence

- Frame every meeting contribution in terms of business outcomes.

- Ask at least one question each week that pushes thinking beyond the agenda.

- ♦ **Enterprise Positioning**

- Volunteer for one initiative that crosses into another business unit.
- Offer to lead or co-author a thought leadership piece tied to strategy.

- ♦ **Power Alignment**

- Build relationships with 2 people who consistently shape org decisions.
- Ask for a seat on a working group that influences enterprise planning.

Part 4: Define Your “Table Ownership” Statement

Craft a leadership statement that signals your shift toward executive ownership. Use this template:

“I help [who] make better decisions around [what], by bringing [what kind of insight or impact].”

Examples:

- *“I help senior leadership anticipate operational risks by connecting execution realities with strategic goals.”*
- *“I help cross-functional teams align around customer-centric innovation by challenging siloed thinking.”*

 Final Tip:

Ask this each week:

Did I influence what happens next—or did I just speak up?

Because influence isn't loud.

It's lasting.