

## Viewpoints

# Leading By Influence As Opposed to Authority



In the dynamic realm of school leadership, the journey toward effective influence resonates deeply with my own approach as a senior partner in a law firm. Much like the assistant superintendent who authored this Edutopia article, I believe in fostering genuine connections and trust with my colleagues and clients. Early in my career, I learned that wielding authority alone rarely leads to sustained success or meaningful relationships. Instead, I've found that leadership by influence—where respect and collaboration are earned through actions, integrity, and shared vision—yields more enduring results. By actively listening, leading by example, and empowering others, I aim to inspire collective achievement and foster a culture where everyone feels valued and motivated. Just as in education, where visibility and empathy drive positive change, cultivating a supportive environment and leading with influence are fundamental to achieving our firm's goals and delivering exceptional client service.

You can read the full article at:



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Leading by influence means guiding and inspiring others through your actions, ideas, and values rather than relying solely on authority or position. It involves building strong relationships, credibility, and trust so others will willingly follow your lead. Influence-based leadership focuses on persuasion, collaboration, and empowerment rather than giving orders or enforcing compliance. This approach often results in more sustainable and meaningful change by engaging people's intrinsic motivation and commitment rather than just their obedience.

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## Professionals

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