

Leading with Influence

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Thank you for joining us today! Use this guide to reinforce key takeaways from the session, and scan the QR code for a full presentation recap.



Empowering others is one of the most impactful things a leader can do. In this session, we explored how to **lead through influence, coach for growth, and motivate in meaningful ways.**

The core of coaching leadership:

- Focus on individual development
- Practice active listening
- Provide timely feedback and ask for feedback regularly
- Provide motivation and encouragement
- Build strong relationships through trust and transparency
- Provide a clear sense of purpose and direction

Understanding both the intrinsic and extrinsic motivation helps keep yourself and your team engaged:

- Recognition and appreciation
- Clear goals and expectations
- Opportunities for growth and development
- Autonomy and empowerment
- Supportive leadership
- Positive work environment
- Meaningful work

Intrinsic Motivation	Extrinsic Motivation
Good for long-term adherence	Effective for getting started
Leads to greater satisfaction	Provides immediate rewards
Promotes personal growth and self-determination	Helps overcome initial resistance and low energy days
Can take longer to develop	Less effective at sustaining long-term adherence

Developing a growth mindset:

- Embrace challenges
- Learn from constructive feedback
- Persevere through difficulties
- Believe hard work and practice lead to improvement and success
- Support collaboration and celebrate the success of others
- Seek out new knowledge through continued learning