



## MONARCH MANAGEMENT INSTITUTE

Open Course Network · Micro-Course 07

### COURSE PROSPECTUS

# The 5 Levels of Leadership

Accelerate Your Influence — a two-week applied micro-course that turns the authority of your role into real, earned influence, level by level.

**2**

weeks · 12 sections

**≈14**

directed hours

**70%**

to pass · Certificate

**Monarch Management Institute**

UGSM-Monarch Business School Switzerland · [umonarch.ch/MMI](https://umonarch.ch/MMI)

*Online Management Education for Working Professionals*

## At a glance

|                   |                                                                                                       |
|-------------------|-------------------------------------------------------------------------------------------------------|
| <b>Duration</b>   | 2 weeks — two weekly modules of six sections                                                          |
| <b>Study time</b> | Approximately 14 directed hours                                                                       |
| <b>Level</b>      | Introductory-intermediate; no prior leadership study required                                         |
| <b>Assessment</b> | One auto-graded scenario assessment of 15 items per module · 70% to pass · unlimited untimed attempts |
| <b>Award</b>      | Monarch-endorsed Certificate of Knowledge                                                             |
| <b>Format</b>     | Fully online, self-directed                                                                           |

## What you will gain

**By the end of this course you will be able to** apply the Five Levels to diagnose your current influence and formulate a justified, level-by-level plan to grow it from positional authority toward lasting legacy.

### And what it counts toward

You earn the Monarch-endorsed Certificate of Knowledge and 2 MMI-Credits. MMI-Credits carry toward MMI program progression (PD-001).

## What this course is about

A promotion hands you authority; it does not hand you influence. John C. Maxwell's answer is that leadership is influence — nothing more, nothing less — and that influence grows through five earned levels: Position (people follow because they have to), Permission (because they want to), Production (because of your results), People Development (because of how you have grown them) and Pinnacle (because of who you are). This course teaches those levels as a working diagnostic of your influence, and gives you a defended, level-by-level plan to grow it.

### How you learn it

You apply every section to one leadership relationship of your own, alongside a single running case — Nadia Halloran, a newly promoted department head. Each section follows the same four steps: Explain, Show, Do and Feedback. The course is fully online and self-paced.

## Who this course is for

- Newly promoted managers who find the title has not brought real followership
- Experienced leaders who produce results but have become the team's bottleneck
- Team and cross-functional leads who must influence without much formal authority
- Professionals preparing for or studying a BBA, MBA or DBA who want a practical foundation in leadership

## What you will accomplish

|                  |                                                                                                            |
|------------------|------------------------------------------------------------------------------------------------------------|
| <b>Diagnose</b>  | which of the Five Levels you occupy with each key person, using behavioral evidence rather than your title |
| <b>Build</b>     | relational permission and convert personal productivity into team-level results                            |
| <b>Develop</b>   | other leaders with the recruit-position-equip-empower sequence, multiplying your influence                 |
| <b>Formulate</b> | and defend a level-by-level growth plan, tested for realism, relationship, results and reproduction        |

## Course structure

Module 1 — From Position to Production (Week 1). The Five Levels map; Position; Permission; Production; climbing and maintaining; and a synthesis section that assembles your as-is influence diagnosis. Module 2 — From Development to Pinnacle (Week 2). People Development; developing leaders in practice; the Pinnacle; legacy and succession; formulating your growth plan; and the influence-growth decision, where you produce and defend the plan that is the course's outcome.

## Assessment and award

Each module ends with an auto-graded scenario assessment of fifteen items that tests judgment on situations you have not seen before. The pass mark is 70%, with unlimited untimed attempts, and a full explanation is shown for every item. Passing both assessments earns the Monarch-endorsed Certificate of Knowledge.

Pick one leadership relationship, and learn to grow the influence you actually have in it.

## A note on the source

---

The course restates and applies Maxwell's Five Levels of Leadership (2011) in original wording, with the definition of leadership as influence from Maxwell (2007) and grounding in the scholarly literature on power (French & Raven, 1959) and credibility (Kouzes & Posner, 2017). The running case is a fictional composite. The course is candid that the Five Levels is a practitioner model valued for clarity rather than a peer-reviewed theory.

---

