

Figure 6.2: Success Tool—Influence Planner

Instructions: Work with your team to identify whom outside your group you want to influence or whose influence you can use. Utilize the planner to help you think about who those people are, what their position may be on the initiatives you are working on, and how best to work with them.

Who outside our team can influence or impact our success?	What is their position? (Circle one.)	Who in our group can best communicate with them?	Who outside our group can influence them? Which of us can gain that support?
	• Resister • Supporter • Neutral party • Other		
	• Resister • Supporter • Neutral party • Other		
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