Self-Reflection: Your Personal Influence and Political Savvy

Situational Influence

1. **Identify a situation.** Think about something that you would like to make happen in your professional situation (e.g., getting an idea adopted, instituting a change, implementing a program or initiative, forging an alliance with another organization or jurisdiction, or solving a problem).

2. **Who are your potential allies in this situation?** Identify:

   - Who might be affected by your idea (those who could benefit, those who could lose, and others who would be affected):

   - Whose cooperation and/or resources you need:

   - Who could block the idea:

   - Who could help get it accepted:
3. **What are your allies’ concerns, interests, and motivations?** Select one person you identified in each of the ally categories. Describe what you can about their perspective. If you don’t know, how can you find out more?

- The affected:

- The needed:

- The blockers:

- The enablers:
4. Select the two potentially strongest allies from those you identified earlier, then answer the following questions about each.

<table>
<thead>
<tr>
<th>Ally #1: ________________________</th>
<th>Ally #2: ________________________</th>
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<tbody>
<tr>
<td>How could your idea support their priorities?</td>
<td></td>
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<tr>
<td>How could your idea work against them?</td>
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<tr>
<td>How could you modify your plan or your presentation of it to make it more attractive to them?</td>
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Self-Reflection: Your Personal Influence and Political Savvy (Continued)

Position Influence

1. In your emergency management role, what groups must you influence if you are to be successful? (Think generally—not just about the situation that you have been analyzing.)

2. For each group identified above, list the factors that will affect how the group can be influenced:
Self-Reflection: Your Personal Influence and Political Savvy (Continued)

Interpersonal Influence

1. Identify three strategies for becoming a better ally, over time, to these groups. Your strategies must meet the following criteria:

   - **Usefulness**: They must be actions that would be genuinely useful to others.
   - **Integrity**: They must be actions that are honestly worth doing, whether they ever “buy” you anything in return.

   Strategy 1:

   Strategy 2:

   Strategy 3: