

Self-Reflection: Your Personal Influence and Political Savvy (Continued)

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:

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

	Ally #1: _____	Ally #2: _____
How could your idea support their priorities?		
How could your idea work against them?		
How could you modify your plan or your presentation of it to make it more attractive to them?		

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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: