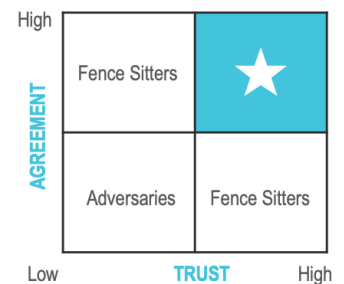


Politics, Power, and Influence

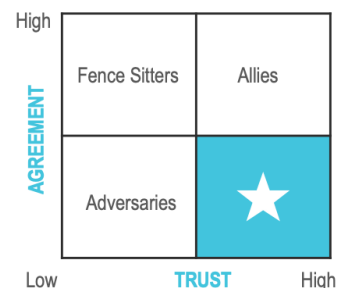
Tactical Approach for Allies

- Ask for feedback
- Engage/spend more time with them
- Find common ground
- Reciprocate something that is meaningful to them
- Share information/opinions/ideas
- Ask for advice



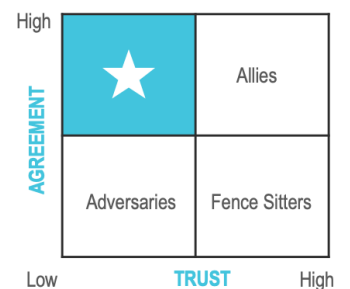
Tactical Approach for AGREEMENT Fence Sitters

- Make sure they understand your point of view and ask for theirs
- Clarify the gap so you're both in agreement on what the disagreement is
- Try to reach a compromise
- Get an ally to talk to them
- Behavior trade ("If you support me on 'this,' I'll commit to doing 'that' for you later.")



Tactical Approach for TRUST Fence Sitters

- Over-communicate—include them in conversations where they may be affected
- Understand the specifics of why they don't trust you
- Lay out your plan for regaining trust
- Talk about/share an example of how you've come through in the past



Tactical Approach for Adversaries

- Explain your point of view
- Explain how you understand their point of view
- Outline your contribution to the problem
- Tell them your plans with no demands

