# Activity 1 – individual time

| What and who? | Position, motivation and power | Understanding their point of view |
| --- | --- | --- |
| What are some of the issues that you are seeing? | What is their current position? What do they think, feel and believe? | Who or what currently influences them? What are their needs, interests, priorities? |
| Who or what do you want to influence? | What do you know about their style? What is important to find out? | What's the ideal outcome? Worst? Something you'd be willing to accept? |
| What do you want them to do, say or change? | How much control do they have? | |

# Activity 2 – either individual or in small groups

In pairs or threes:

- Introduce yourselves
- Nominate one person to give a brief overview of their influencing plan so far.
- Others: listen quietly and then give feedback to support them create their messages.
- As a group, talk through what some of their messages could be.
- Rotate

**Creating a narrative**

What are your messages, how and when will you deliver them?

How are these aligned to their personal or organisational style, preferences and culture?