**Your Influence Chain Template**

We need to combine strategic, tactical and practical thinking when it comes to preparing for influence.

To move from ask to approval quickly and maximise our chance of approval, we need to take this holistic, systems thinking approach.

Use this template to guide youand your team, when planning for your next initiative. Use it to brainstorm the key components of your influence chain and use it to drive the right action.

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| **The Ask** |
| * What is the initiative? * What outcome are you looking for? * What does that look like? * When do you want it? * How does it fit in with the organizational vision/mission/strategy (the org ‘why’)? * How does it fit in with the individual’s why? |

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| **The People** |
| * Who are the individuals involved in the approval process? * Who are the individuals that support them? * Who are the people that usually hold things up? * Who are the roadblocks? |

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| **The Flow** |
| * What is the current context of the impacted departments? * What is the current context of the organisation? * Is there any difference between the expected future contexts and now? * What are the relevant time points and milestones? (Use the information from ‘The People’ to guide this) * What other things are going on that may impact timing for the individuals involved? * Are we confident in our timing? |

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| **The Voice** |
| * Do you have a clear prepared agenda for your influence conversation that maximises your chance of success? * Do you have a view on the purpose of each influence conversation along the Chain? * Does everyone involved (everyone who needs to have an influence conversation) have the communication skills required to successfully execute their part of the Chain? * Have you prepared for the event that an influence conversation may not go as planned? |

Capture the responses to the questions and any additional and relevant ideas that your team shares and use this to put the components of your Influence Chain together. You’ll find you have an enhanced timeline that considers not only dependencies, but also the capabilities that are also needed to get this right first time.

If you have any questions as you work through this template, please feel free to contact me at [alena@alenabennett.com.au](mailto:alena@alenabennett.com.au).

Make your conversations count!



*Alena helps individuals and organisations open their hearts and minds to the opportunity for growth. Specifically, she provides them with the actions and mindset tools necessary to solve their biggest business problems and achieve their most ambitious goals. She believes that we spend too much time at work do it ‘less than the best’ and so has dedicated her work to partnering with those who share that same passion. When the time is right, reach out and discover how you can partner with Alena.* [*alena@alenabennett.com.au*](mailto:alena@alenabennett.com.au)