




Power and Plan Question Examples

	Power	Plan
	<ul style="list-style-type: none"> ✓ Who's involved with the decision? ✓ Who's impacted by this decision? ✓ Who has most to gain by this decision? 	<ul style="list-style-type: none"> ✓ What do you need to see to be convinced? ✓ What set of activities do you need to see? ✓ What steps do you suggest we put together?
	<ul style="list-style-type: none"> ✓ When your team makes a decision, can ____ sign off? ✓ Can ____ veto the decision? ✓ Does ____ have a sign-off limit? 	<ul style="list-style-type: none"> ✓ Meet with stakeholders? ✓ Pre-proposal review? ✓ ROI analysis?
	<ul style="list-style-type: none"> ✓ In order to get this done, it sounds like ____ must be convinced? ✓ It seems like we must work together to convince ____? ✓ When can we meet with ____? 	<ul style="list-style-type: none"> ✓ When we complete this list, will you be ready to make a purchase? ✓ If anything changes on this list, will you tell me ASAP? ✓ Do you anticipate adding anything else to the list?