**Email**

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| From: Peta  To: Alex  Subj: Need Your Help to Keep the Tablet Rollout Limited to the Bar Area  Hi Alex,  I hope you’re doing well. I’m reaching out to ask for your support in opposing Omar’s proposal to expand the tablet rollout to the entire restaurant. While I understand Omar’s focus on achieving our sales and growth targets, I feel that broadening the rollout at this point could be risky.  Here are a couple of reasons why we should stick with our original plan of limiting the rollout to the bar area. First, by starting with just the bar, we can identify and resolve any issues and perfect our training process without disrupting the entire restaurant. Second, a controlled rollout will help us maintain the high quality of customer service and staff morale that you’ve worked so hard to build at the Downtown location.  While I recognize the importance of our revenue goals, I believe a cautious approach will ultimately benefit us more. I’d really appreciate your support in discussing this with Omar and Deanna. Together, we can help them understand the advantages of sticking to our initial plan and ensuring a smooth and successful implementation.  Thank you for considering my request. I look forward to hearing from you soon.  Best regards,  Peta |

In this email, I’ve applied Conger’s four steps of effective influencing by establishing credibility (acknowledging Alex’s hard work and position), framing for common ground (shared goal of maintaining quality service), providing evidence (risks of expanded rollout), and connecting emotionally (impact on staff morale and customer service)