# **Build Influence Activity: Influence Planning**

1. Select an individual who you would like to exert more influence over. Briefly describe why.
2. Form of resistance – which of the following best describes the individual’s recent responses to your requests?
   * Refuses to comply
   * Ignores your requests
   * Delays acting
   * Responds minimally
3. Which influencing style is your “go to”?
   * Demanding
   * Exchanging
   * Serving
   * Settling
   * Avoiding
4. Which is your target’s typical influencing style?
5. What do you know about your target?
   * Major work responsibilities
   * Performance measures
   * Networking circles
   * Current assignments
   * Family situation
   * Personal passions
6. How would you assess your current relationship with your target on a scale from 1 – 10, 1 being poor and 10 being excellent.
7. What specific actions can you take to improve your relationship with your target?
   * View target as partner
   * Accept target’s personality
   * Learn appropriate personal things
   * Be a good neighbor
8. How might you employ influencing tactics in working with your target?

Influencing Tactics –

* + Authoritative Persuasion
  + Involve and Influence
  + Inspirational/Emotional Appeal
  + Ingratiate Yourself
  + Exchange Something
  + Create a Coalition
  + Apply Pressure