

# POWER MAP WORKBOOK Tangency Foundation

Demand: \_\_\_\_\_  
Win Statement: \_\_\_\_\_

DRAWING SPACE (Use markers or sticky notes inside the box)

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IMPACT VS INFLUENCE MATRIX Write names in the quadrants. Left = Low Influence, Right = High Influence. Top = Highly Impacted.

-----+-----+ | Q1: Highly impacted & | Q4: Decision makers / |  
| influential. Co-design | validators. Prepare brief | | strategy here.  
| facts & asks. | | | | | | | | +-----+-----+ | Q2: Impacted  
but with | Q3: Low impact + low | | limited power. Build | influence.  
Monitor or | | leadership + stories. | inform occasionally. | | | | | |  
| | | | +-----+-----+

LEGEND NOTES Ally color / sticker: \_\_\_\_\_ Moveable  
color / sticker: \_\_\_\_\_ Opponent color / sticker: \_\_\_\_\_

FOLLOW-UP TRACKER Influence Node | Category | Owner | Next Action | Due Date \_\_\_\_\_ | \_\_\_\_\_ | \_\_\_\_\_ | \_\_\_\_\_ | \_\_\_\_\_

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