

POWER MAPPING WORKBOOK
Tangency Action Kit

PAGE 1 – STAKEHOLDER BRAINSTORMING ROSTER

List everyone connected to the issue before moving them onto the map.

Name / Org _____ Impact (1-5) _____ Influence (1-5)
) _____
Notes _____

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) _____
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Actions/Next Steps _____

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PAGE 2 – TARGET ANALYSIS PROFILE

Use this to build a “baseball card” for the primary decision-maker.

Primary Target: _____

Title / Institution: _____

1. MOTIVATIONS – What do they want? What keeps them up at night?

2. INFLUENCERS – Who do they listen to? (Donors, faith leaders, advisors, family)

3. PUBLIC COMMITMENTS – What have they said on the record?

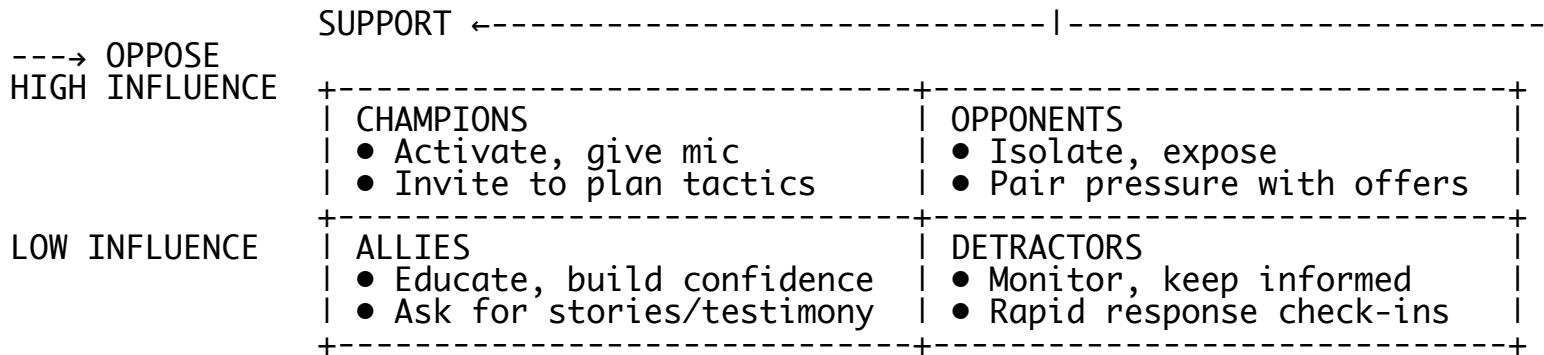
4. PRESSURE POINTS – Elections, board votes, budget deadlines, media moments.

5. RELATIONAL ASSIGNMENTS – Who on our team owns the relationship?

Next Check-in Date: _____ Desired Outcome: _____

PAGE 3 – STRATEGY SELECTION GRID

Plot each target's Influence (vertical) and Support (horizontal). Jot tactics per quadrant.



ACTION LIST

1. _____
 2. _____
 3. _____
 4. _____
 5. _____
 6. _____
- Owner _____ Review Date _____