

POWER MAP WORKBOOK Tangency Foundation

Demand: _____
Win Statement: _____

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

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					_____	_____	_____	_____	_____	_____
_____					_____	_____	_____	_____	_____	_____
_____					_____	_____	_____	_____	_____	_____
_____					_____	_____	_____	_____	_____	_____
_____					_____	_____	_____	_____	_____	_____
_____					_____	_____	_____	_____	_____	_____