

INFLUENCE: NEGOTIATION WORKSHEET

Strategies

1. Get clear on my intention.
2. Slow down and seek to understand.
3. Figure out where I agree and state it.
4. Brainstorm options.

1. My personal definition of influence:

2. In which areas of my life would I like to have better/greater influence? Why: what is my true intent? What ideas do I have to make this happen?

3. Is there an area where I am currently disagreeing with someone? As I am reflecting on this situation, list all the areas where we agree.

“As Martin Luther King Jr. once said, “Our lives begin to end the day we become silent about things that matter.” William Ury