

**Your Training Assignment
And Personal Accountability**

Power & Influence: Influencing Upwards

Consider who in your working world is someone that has more “power” than you OR is in a position where you do not have influence over him or her, yet influencing them would be beneficial to you.

1) Ask yourself about this person.

What are his/her needs? Can also ask: What keeps him or her up at night?
(Sometimes this form of the question really brings out the pain that they need solved)

What motivates this person and how can you learn from that? Are they driven by bottom line results? Building relationships with friends.

2) Articulate your own approach here. Pre-script your thoughts about what is important to you. Be clear in your own statement of what *you* need. Putting these in the form of expectations can sometimes work.

If you have the opportunity this week to try this out, it will be an extension of your assignment. Very worthwhile Because it involves putting yourself and your objectives out there, front & center!

Lastly, as always, take some time to clear your head and set the intention for the week. For this upcoming week, my intention is:

(Could be a work-life balance intent, clarity in purpose, or personal effectiveness)

Reminder: Each module includes an audio podcast and a training template like this. Get into the habit of what works for holding yourself accountable to mentally focus on it. Be aware and comfortable with a pattern that works for you.