



Creating Influence At the Table Breakout Session Brainstorm

Trust **A**sk+Assess+Action **B**oldy Share Successes **L**isten+Learn+Leverage **E**ngage

1. What aspect of the T.A.B.L.E. Acronym resonates with you most?

Why? _____

2. Has this session changed your perspective on how you view the table?

Why or Why not? _____

3. After listening to this session, name one area where you had more influence than you realized.

4. Share a success story of a time that you had influence although you weren't in charge.



Creating Influence At the Table Worksheet

Questions to ask to create influence:

1. What is the outcome I desire?

2. Why is it important to:

a. Me? _____

b. The organization? _____

3. How does it support the organization's mission? _____

4. Who can help me achieve the desired result?

a. Why? _____

b. How? _____

5. Do I consider the aforementioned person(s) an obstacle or an opportunity? _____

Why? _____

a. If considered an obstacle:

i. What 3 reasons do I anticipate will prevent, task/project approval, and what are possible solutions to those challenges?

Possible Objection	Possible Solution
1.	
2.	
3.	

6. What is my timeline for the desired outcome? _____

7. Do I have a project, task or desired outcome plan of action in place? _____

Complete The T.A.B.L.E. checklist to create influence around your next project, task or desired outcome.

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☐ **TRUST**

a. Do I already have the trust of the stakeholder(s) I am seeking to influence? _____

- If not, how will I build trust with the stakeholders involved?

☐ **ASK, ASSESS, ACTION**

a. Have I already asked for help with the situation? _____

b. If I haven't asked as yet, why not? _____

- What actions can I take to solve for these obstacles to put me in a position to ask? _____

c. In the past, have I asked the stakeholders currently involved in this project if I was able to help them solve a challenge they had, and followed through with a successful result?

d. Do I have other relationship currency that I can draw on?

☐ **BOLDLY SHARE YOUR SUCCESSES**

- a. Do I have any great successes, past results or data that can help fortify the case for the desired outcome? If so, list them here:

☐ **LISTEN, LEVERAGE AND LEAD**

- a. How do the results of this project / task directly or indirectly effect the stakeholders that I am seeking to influence?

- b. What do I have in my possession that can influence their decision to help? _____

☐ **EDUCATE / ENGAGE**

- a. How have I educated the stakeholders I am seeking to influence about the project, task or desired outcome and how it will be beneficial to the organization and support the mission?

- b. How will I invite stakeholders to be a part of the process (if applicable) so they feel personally connected to it?

Creating Influence Using My Circle of Control



Listed below are a few suggestions to start operating within your circle of control. What other steps can you take?

- ☐ Initiate a Pilot Program to test hypothesis and gather data.
- ☐ Ask for “Forgiveness instead of permission” implementing a low-risk task, project, policy etc. to drive mission results.
- ☐ Gather valuable data that supports the success of the idea, task, project etc.
- ☐ Develop relationships with others who may have direct or indirect influence with those I need permission from.
- ☐ Other _____
- ☐ Other _____
- ☐ Other _____
- ☐ Other _____
- ☐ Other _____
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