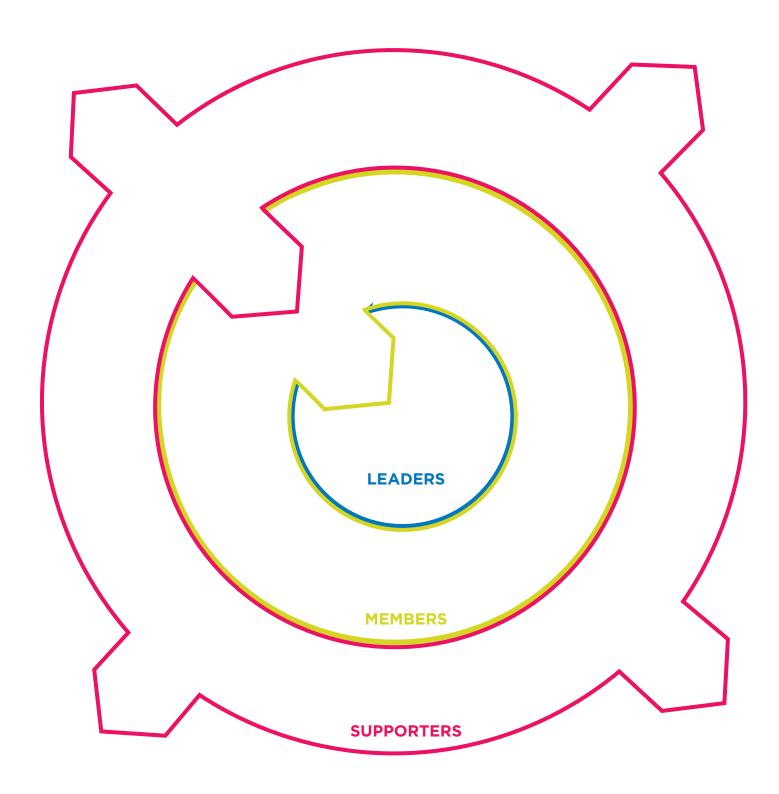




AS A MEANS OF ENVISIONING YOUR OWN BASE, FILL IN THE DIAGRAM WITH THE NAMES OF YOUR LEADERS, MEMBERS, AND SUPPORTERS. ON THE OUTSIDE OF YOUR DIAGRAM, YOU WILL WANT TO THINK OF NEW INDIVIDUALS AND GROUPS YOU COULD REACH OUT TO BRING IN NEW SUPPORTERS AND WIDEN YOUR BASE.

SIMULTANEOUSLY, YOU WILL WANT TO CIRCLE THE NAMES OF SOME OF YOUR MEMBERS WHO YOU IDENTIFY AS POTENTIAL LEADERS.





FOR EACH KEY PLAYER, YOU WILL RATE THEIR LEVEL OF SUPPORT FOR YOUR DEMANDS ON THE HORIZONTAL AXIS AND THEIR LEVEL OF DECISION MAKING POWER ON THE VERTICAL AXIS.

DECISIVE DECISION MAKING POWER OR INFLUENCE	ACTIVE PARTICIPANT IN DECISION MAKING	TAKEN INTO ACCOUNT	CAN GET ATTENTION	NOT ON RADAR	DIE HARD ACTIVE
					VE INCLINED STER TOWARD
					INCLINED
					ACTIVE
					DIE HARD

LEVEL OF OPPOSITION

