



Participant Preparation Sheet

Influencer Training teaches strategies to help change behaviors in your team or organization. To help start you thinking about your own Influencer challenge, here are some challenges others have worked on:

- Controlling the work space in aircraft assembly.
- Sustaining employee-based inspections
- Stabilizing costs by empowering employee to control quality
- Reduce cycle time in bringing new research techniques to review sooner
- Cross-functional team members consistently missing project deadlines and falling short on promised deliverables
- Get greater buy-in for the safety program
- Achieve zero defects

Part 1: Profound, Persistent, and Resistant

Consider a few of the chronic problems you may be faced with in your team or organization that are *profound* (you care a lot about them), *persistent* (they've been going on for a while), and *resistant* (you've tried to resolve them, but haven't been able to). You'd like to develop a strategy to solve these problems during Influencer Training.

Part 2:

In the space below, list two professional challenges you'd like to work on during the training.

Some examples may include improving employee satisfaction, or influencing your team to complete projects on time.

Professional

1. _____

2. _____

Bring this worksheet with you to training to learn how to create a comprehensive influence strategy that will drive lasting change.