Improving Influence

Teaching & Communication	Who on my team needs more direction, education, and mentorship than I have provided?	
	What do I need to do to provide the help they need to succeed?	
Listening & Learning	Whose experience working on my team do I need to understand more fully than I do?	
	What do I need to learn about or from these team members?	
Building Relationships	Who on my team would say that my relationship with them is different from my relationship with those who are more similar to me?	
	What could I do to build these relationships?	
Mindset	Who on my team do I see as a vehicle, as an obstacle, or as irrelevant?	
	What has it been like for them to work with me when I see them in these ways?	

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