

Influence Prep Tool

What's the scenario?

1. Goal

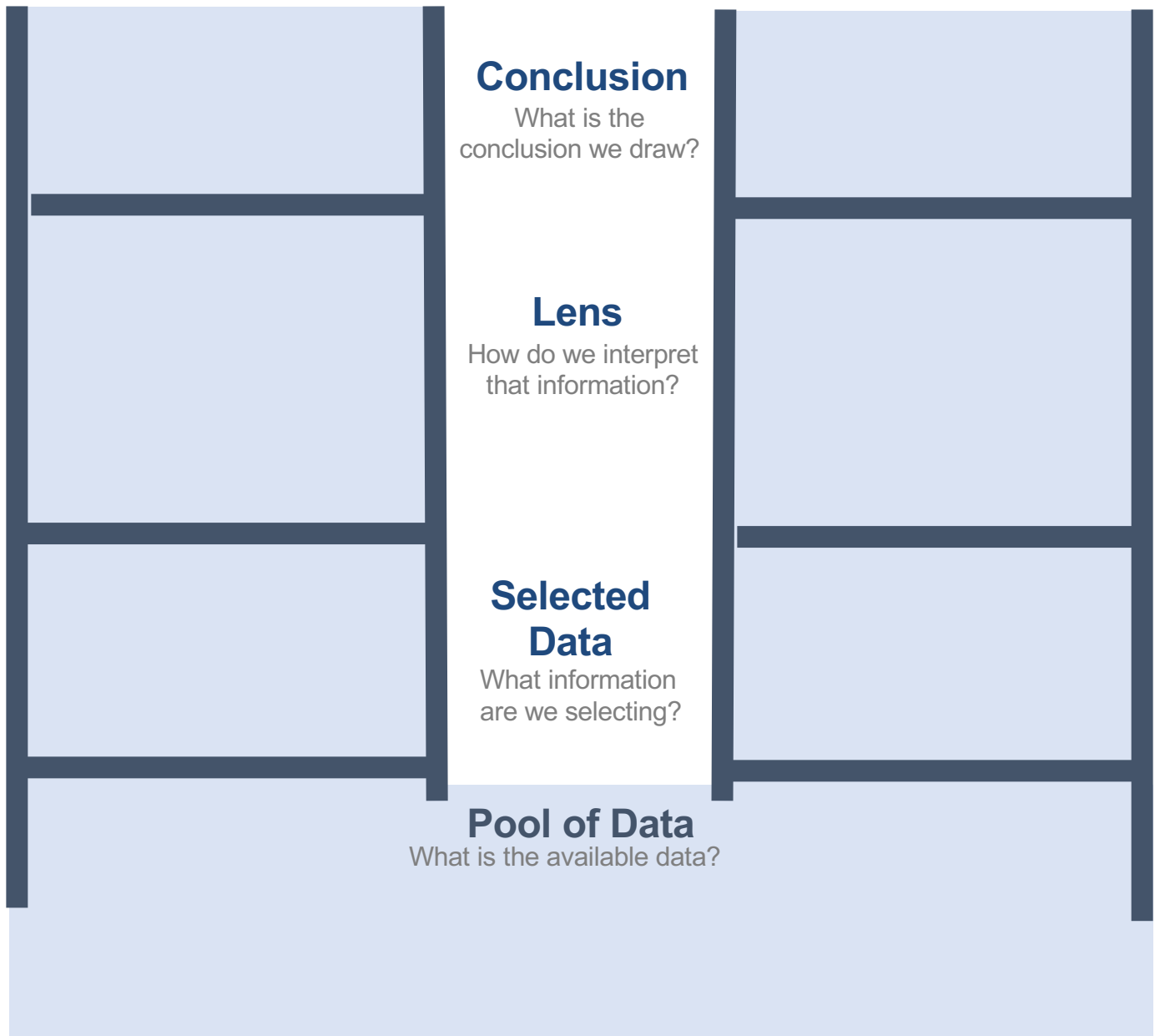
What is your goal in this conversation? What are you trying to achieve?

2. Analysis

Use the Ladder of Inference to analyze how each of you have come to your conclusions

OUR STORY

THEIR STORY



3. Strategy

