

# Appendix 1: Group Exercise Worksheets

## Phase 1: Build Consensus

### Box 2.1

Broad Goal:

SMART Objective:

### Box 3.1

Identify Decisionmaker:

## Phase 2: Focus Efforts

Box 4.1 External Challenges	Box 4.1 External Opportunities

Decisionmaker Name (from Box 3.1):	
<div>Box 5.1 Core Value:</div>	Knowledge:
	Values:
	Willingness to Act:

**Box 6.1**

Identify Decisionmaker:

Rational

Emotional

Ethical

## Box 6.2 Message Box

2: Core Concern:	3: Objection:
1: Decisionmaker Name:	
5: To What End?	4: SMART Ask:

## Box 6.3

Messenger Name:

## Phase 3: Achieve Change

Box 7.1 Internal Challenges	Box 7.1 Internal Opportunities

Box 7.2 Basic Work Plan Template				
SMART Objective	Next Steps/ Input Activities	Estimated Budget	Person(s) Responsible	Timeline

  

Box 8.1 Indicators of Progress	
Anticipated Outputs:	Anticipated Outcomes (Quick Wins):