

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

Empty box for recording external challenges.

Box 4.1
External Opportunities

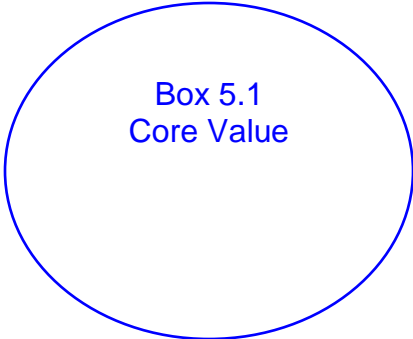
Empty box for recording external opportunities.

Decisionmaker Name (from Box 3.1)

Knowledge:



Values:



Willingness to Act:

Box 6.1

Identify Decisionmaker:

Rational

Emotional

Ethical

The Five-Point Message Box	
1. Decisionmaker's Name:	
2. Decisionmaker's Core Concerns:	
3. Objection:	
4. SMART Ask:	
5. To What End?:	

Box 6.3	
Messenger Name:	

Phase 3: Achieve Change

Box 7.1
Internal Challenges

Blank area for internal challenges.

Box 7.1
Internal Opportunities

Blank area for 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):
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