

**“Get Yes to Your Request!” by Ed Tate, CSP**

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<b>Influence Model<sup>1</sup></b>	<b>Your Influence Situation</b>
1. Assume all are potential Allies	Allies:
2. Clarify Your Goals: Separate primary goals from secondary goals.	Your Goals: Primary:  Secondary:
3. Diagnose the world of the other person: GNC? <ul style="list-style-type: none"><li>• Goals</li><li>• Needs</li><li>• Concerns</li></ul>	1. Their Goals:  2. Their Needs:  3. Their Concerns:
4. Identify relevant currencies	Their Currencies:  Your Currencies:
5. Dealing with Relationship	What is the status of your relationship?  How does this person want to be related to?
6. Influence Through Give & Take	What would be your best approach? What’s in it for them? How can you make it fun? What else?

<sup>1</sup> ***Influence Without Authority (2<sup>nd</sup> Edition)*** by Allan R. Cohen and David L. Bradford