


Template: Influencing tactics assessment

Consider each of the influencing tactics in relation to the situation in which you want to have influence.

Description of the situation:

Influencing tactic	Necessary resources, e.g. power, time	Potential benefits of this tactic	Potential risks of this tactic
Bargaining			
Coalition			
Direct instruction			
Friendliness			
Reasoning			
Sanction			
Upward referral			

Action plan

Which influencing tactic/s will I use in this situation?

How will I use the influencing tactic/s?