



O S B O R N

EXPANDING YOUR STRATEGIC INFLUENCE

1. Is there anything that you should stop working on because it is low or no value-add?

2. Are you providing any “delighters” in your current role? If not, what could some possibilities be?

3. What problems are you being paid to solve? Is there anything you need to do differently to show empathy (you care) or competency (you know how to fix them)?

4. List two people (one internal to your company and one outside) you are going to reach out to for networking:

5. Are the roles and responsibilities unclear for any of the current projects that you are leading or are a member of? If so, what action can you commit to taking to clarify these?