Grow Your Influence Exponentially Exercise

What's a project, endeavor, or initiative for which you want to achieve extraordinary results?		

INPUTS		
WHO	Who contributes to this endeavor?	
	Who could contribute to this endeavor?	
WHAT	What gets contributed?	
	What could get contributed?	
WHEN	When does the input come in?	
	When could the input come in?	
HOW	How does the input come in?	
	How could the input come in?	

STRATEGY			
What strategy (or strategies) is employed?		What strategies could be employed?	
How effective are they? What's working? What's not?		How might these work? What do you anticipate working well? Not working well?	

STRUCTURE			
What structure(s) is used?		What structures could be used?	
How effective? What's working? What's not?		How might these work? What do you anticipate working well? Not working well?	

PROCESSES			
What processes are used?		What processes could be used?	
How effective? What's working? What's not?		How might these work? What do you anticipate working well? Not working well?	
TECHNOLOGY			
What technology (or technologies) is used?		What technologies could be used?	
How effective? What's working? What's not?		How might these work? What do you anticipate working well? Not working well?	
EDUCATION			
What education is taking place?		What education could take place?	
How effective? What's working? What's not?		How might this work? What do you anticipate working well? Not working well?	
REWARDS			
What rewards are used?		What rewards could be used?	
How effective? What's working? What's not?		How might these work? What do you anticipate working well? Not working well?	
PEOPLE			
What people are involved and how?		What people could be involved and how?	

How effective? What's working? What's not?		How might this work? What do you anticipate working well? Not working well?	

Once you've responded to all the questions about Strategy → People, you want to go back through and answer them again because something that's not working well or you anticipate won't work completely well in one aspect of the system could be addressed by another aspect of the system. Or something that you anticipate working well in one aspect could help mitigate an issue in another.

Thinking systemically involves asking yourself all the questions about all the system variables, and then doing so again once you have a clearer picture of the whole.

OUTPUTS		
WHO	Who receives outputs (information, value, work, products, services)?	
	Who could receive outputs?	
WHAT	What gets provided (information, value, work, products, services)?	
	What could get provided?	
WHEN	When does the output go out?	
	When could the output go out?	
HOW	How does the output go out?	
	How could the output go out?	