

# WORKSHEET: GAINING SUPPORT

WHETHER YOU ARE IMPLEMENTING A SMALL PROJECT OR TACKLING A MAJOR CHANGE, USE THIS TOOL TO ASSESS IF PEOPLE ARE SUPPORTING OR OPPOSING YOUR EFFORTS AND TO IDENTITY WHAT YOU CAN DO TO IMPROVE THE SITUATION.

WHO Stakeholder	CURRENT STATE		WHY Why are they where they are?	DESIRED STATE		HOW How will you move them?
	Strongly Oppose	Strongly Support		Strongly Oppose	Strongly Support	
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