"Taking the few extra minutes to outline your strategy often means the difference between achieving your objectives and losing everything. Remember, a great strategy poorly executed will always achieve better returns than a poor strategy executed well."

**David Goldsmith**

**ENTERPRISE THINKING**

| Name | Relationship<br>Likes me personally | Alignment<br>Supports my ideas | Total<br>Score/Rank |
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#1. Under Column 1Name, list your internal "buyers." These are the people you'll have to work with to get your idea passed, your project started, or your initiative implemented. #2. Relationship Column , rank in order the people who like you best (1) to those who like you least (highest number). The chart would vary based on group size. #3. Do the same for Alignment Column. (1) being the person most likely to agree with you. #4. For each person, tally their scores from Columns 2 and 3 and enter the sum in Column 4 under Total Score.
#5. Rank the totals with 1 being the person having the LOWEST score. #6 Start with top ranking person.

BUY-IN CHART

K-5860 Buy-In Chart

HELPING LEADERS & MANAGEMENT CONDUCT BUSINESS BETTER FASTER & CHEAPER

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