

## CHAPTER 1

# What We've Got Here Is Failure to Influence...



**IN THE FIRST CHAPTER** of the *Exercising Influence* book, there are several examples of situations in which the subject needs the help, support, or resources of other people in order to accomplish a goal. Take a few minutes to reflect on goals that are currently important to you—goals that you believe will require the support, resources, commitment, or assistance of others. Some of them are probably associated with situations in your work life, some with your personal life, and perhaps you also have goals related to your community. These situations and your goals for them may be something you would like to start, develop, achieve, or change. List some of the most important ones on the following page.

Some things I'd like to accomplish at work:

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Some things I'd like to accomplish in my personal life:

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Some things I'd like to accomplish in one or more of the communities that I am part of:

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