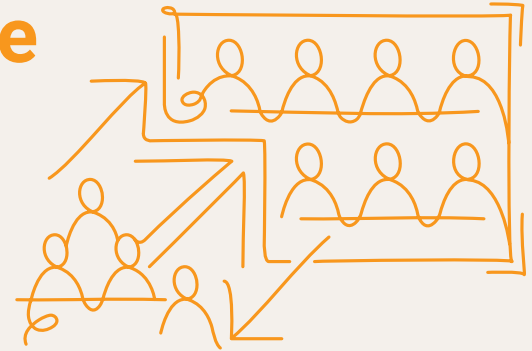


# Robohead User Conference Action Plan



## PERSUADE

*TAP INTO MY CIRCLE OF INFLUENCE*

Who holds the purse?

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Who makes org decisions?

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Who is the highest level influencer on \_\_\_\_\_ team?

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Who is my biggest roadblock?

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Who is my biggest cheerleader?

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**BONUS:** What is one meeting I need to get myself into (or start)?

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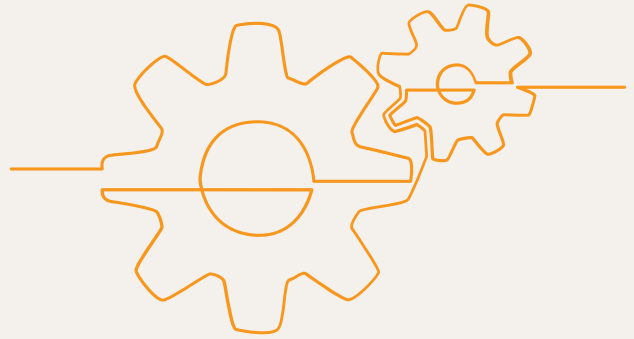
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### PLAN OF ACTION

What are 3 key actions I need to take to maximize the effect of my powers of persuasion?

1. \_\_\_\_\_  
\_\_\_\_\_
2. \_\_\_\_\_  
\_\_\_\_\_
3. \_\_\_\_\_  
\_\_\_\_\_

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**RESILIENCE**

*BUILD A RESILIENT TEAM OF PARTNERS*

Which team members already adapt well to change?

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Who has connections and credibility to assist in adoption?

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What am I currently doing that shows resilience?

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What resources do our HR/Learning teams offer to teach resilience?

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Who among my professional network can I bring in to help?

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**PLAN OF ACTION**

What are 3 key actions I need to take to improve the resilience of our team?

1. 

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2. 

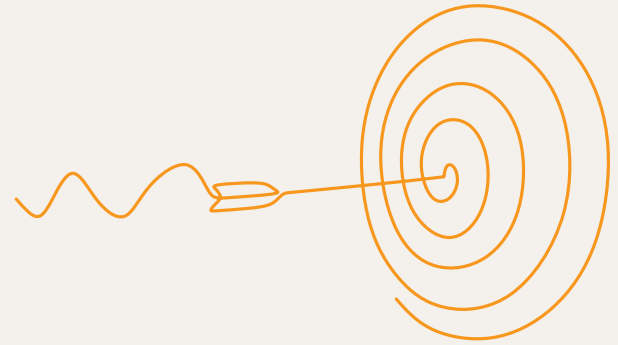
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3. 

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**IMPACT**

*FOCUS ON METRICS THAT MATTER*

What are the top initiatives for the company?

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Which current projects are most closely aligned with corporate goals?

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What is “impact” to 4 different internal groups/customers?

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How and how often am I sharing the IMPACT of our team (not just the output/hours)?

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Who is my best resource for understanding overall business goals?

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**PLAN OF ACTION**

What are 3 key actions that help shift my focus from tracking to demonstrating impact?

1. 

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2. 

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3. 

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