

Empathy Tool

Think of a group of people you have to influence. What is appropriate for this group? Complete this template thinking of their needs and your strengths. Discuss ways you can be an effective influencer in this situation.

<p>Who am I? Describe the situation and your role in it. What are your feelings and thoughts about the person who is the target of your influence? How do you influence best?</p>	<p>Who are you? Put yourself in the position of the other person. Describe the situation and their role in it. What are their feelings and thoughts about you? What would influence them?</p>
<p>What do I want? List all of the things you would like to get from this situation. Circle the most important ones</p>	<p>What do you want? Again, from the perspective of the other person, list all of the things the other person might want. Circle the most important ones</p>
<p>What can I do to get their support and engagement?</p>	