

12 ADVOCACY ACTIONS FOR SUCCESS

3. RELATIONSHIPS > REQUESTS

To what extent are you leveraging the relationships you have already built in your career?

How can you foster these relationships further?

Is there something stopping you from reaching out to the people you have built professional and personal relationships with even more?

Complete this “Power Map” to help focus on the relationships around you.

DECIDERS

Final decision makers who are ultimately accountable:

INFLUENCERS

Peers, cross-functional leads, admin/ops whisperers, etc.:

ALLIES

Mentors, sponsors, colleagues who can “pre-wire” your case:

MOMENTS

Engineer collisions with visibility! Where?
