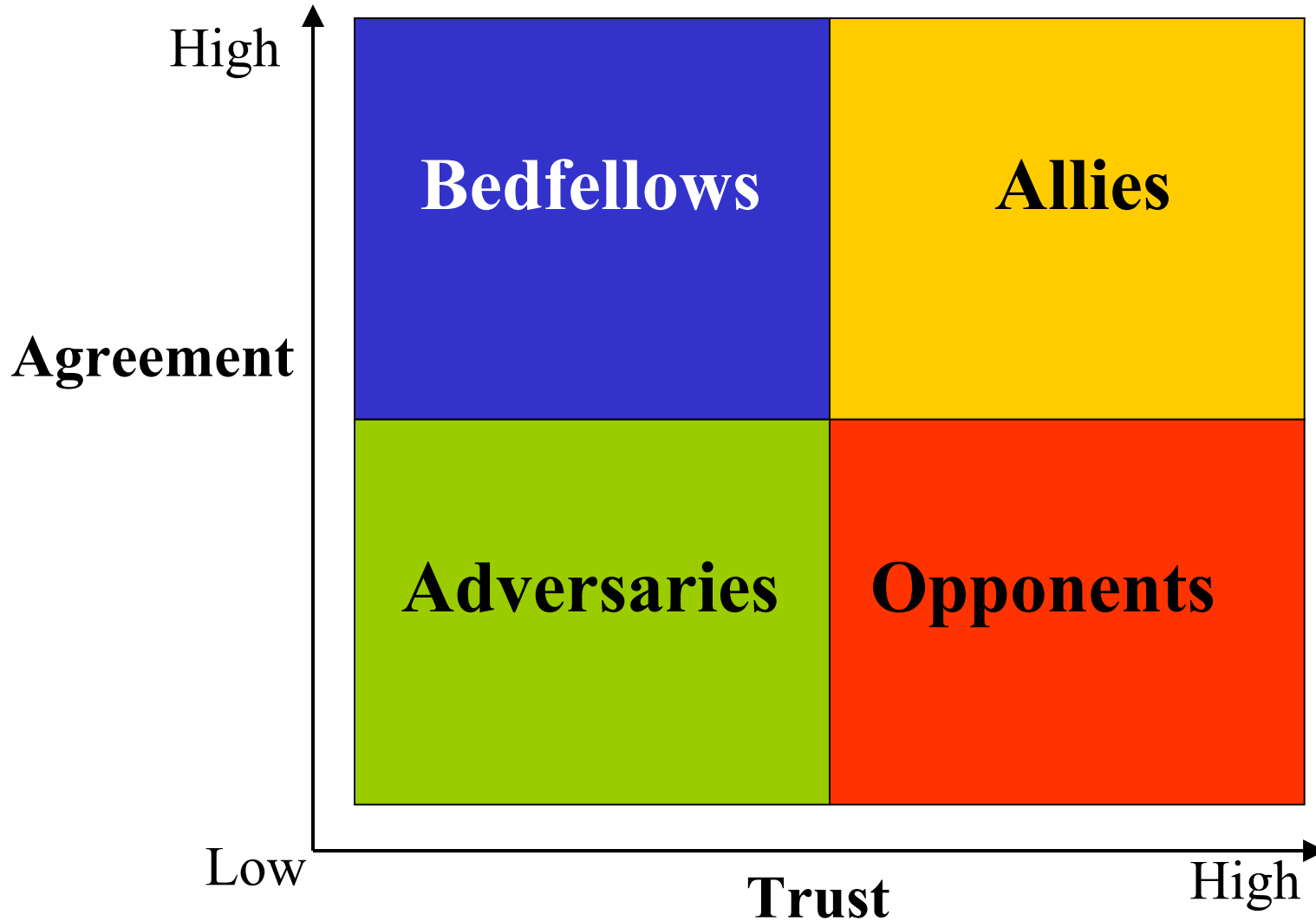


How to Build Coalitions

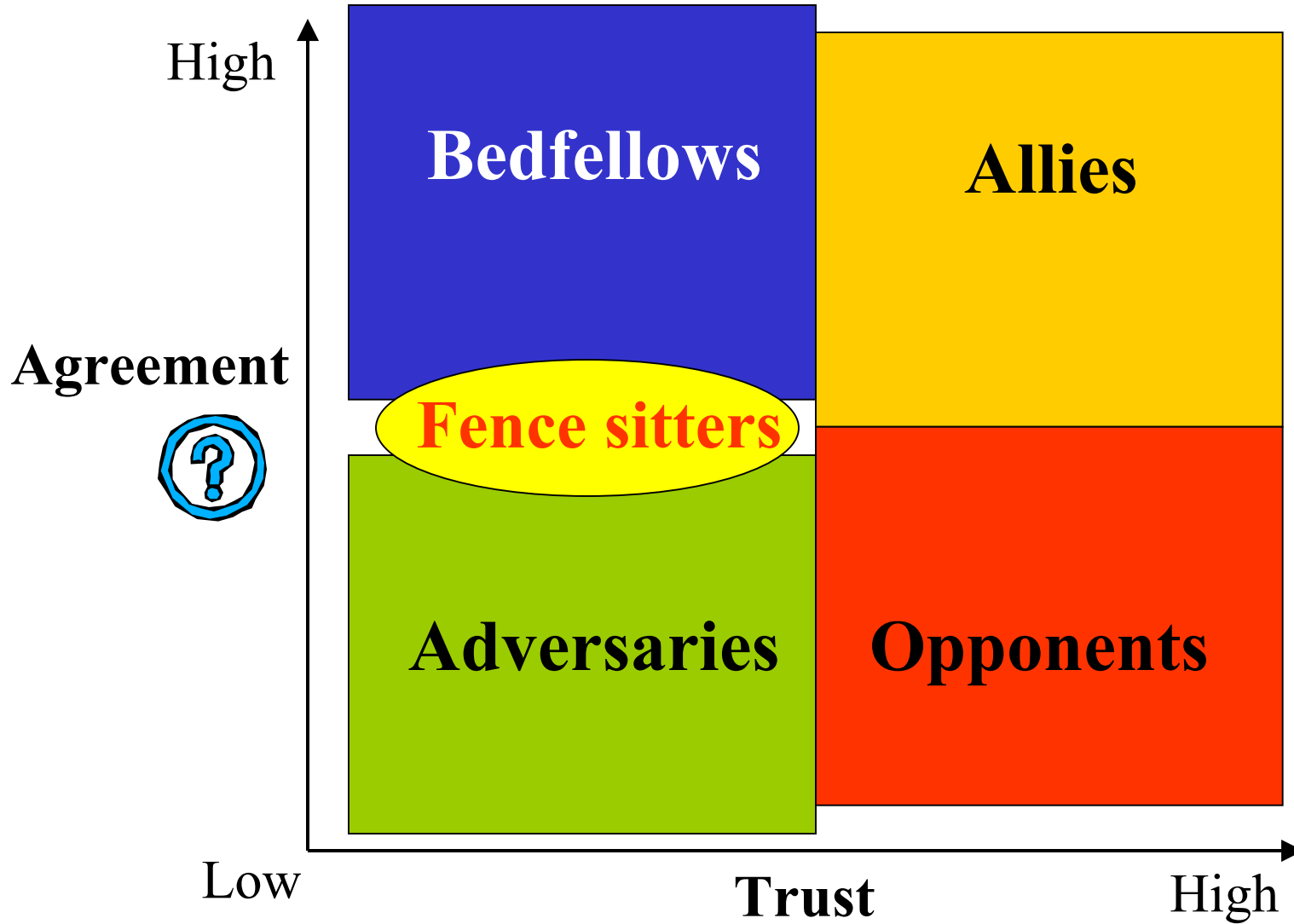


*Building Support for
your Vision and
Developing a
Successful Political
Strategy*

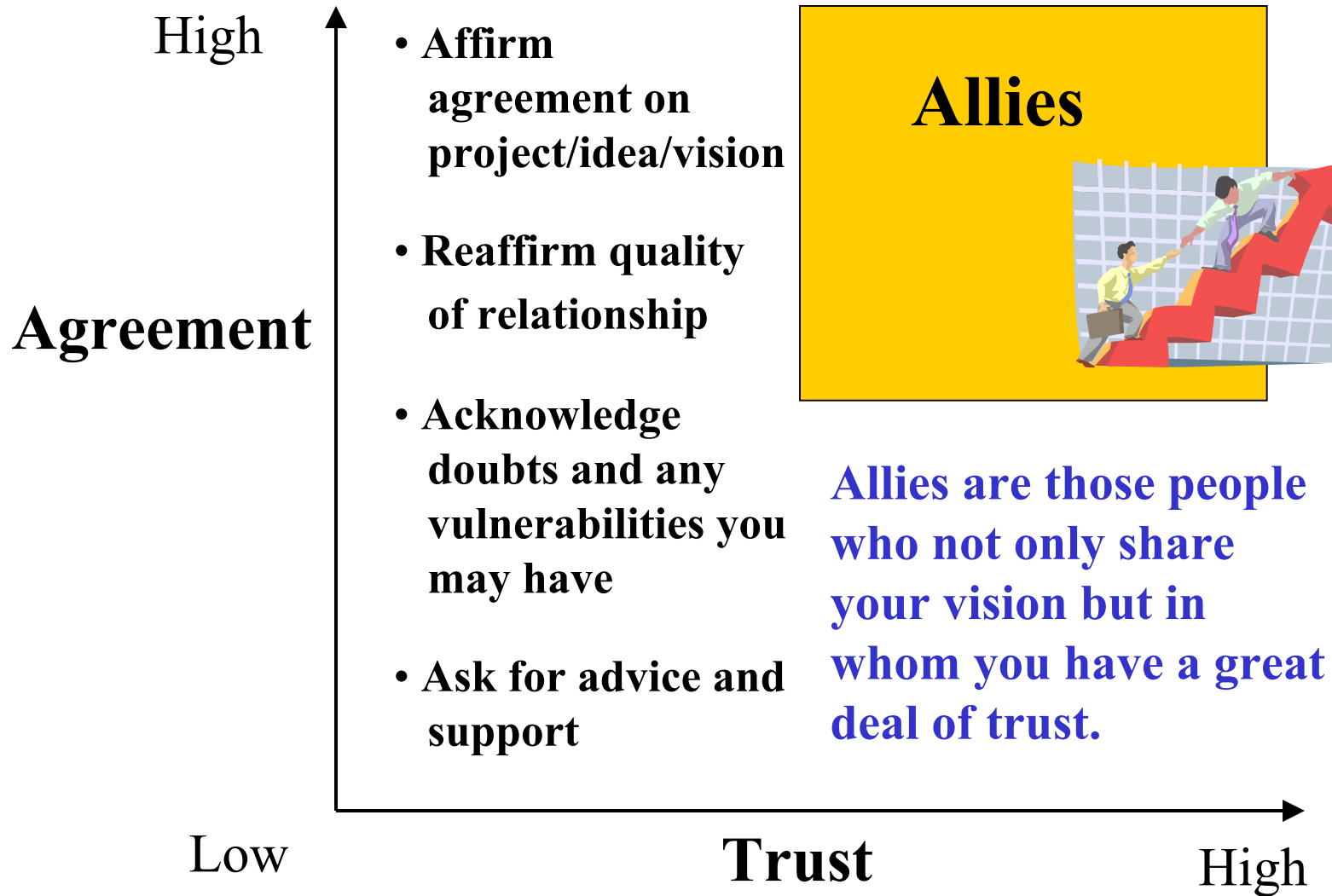
Developing a Political Strategy



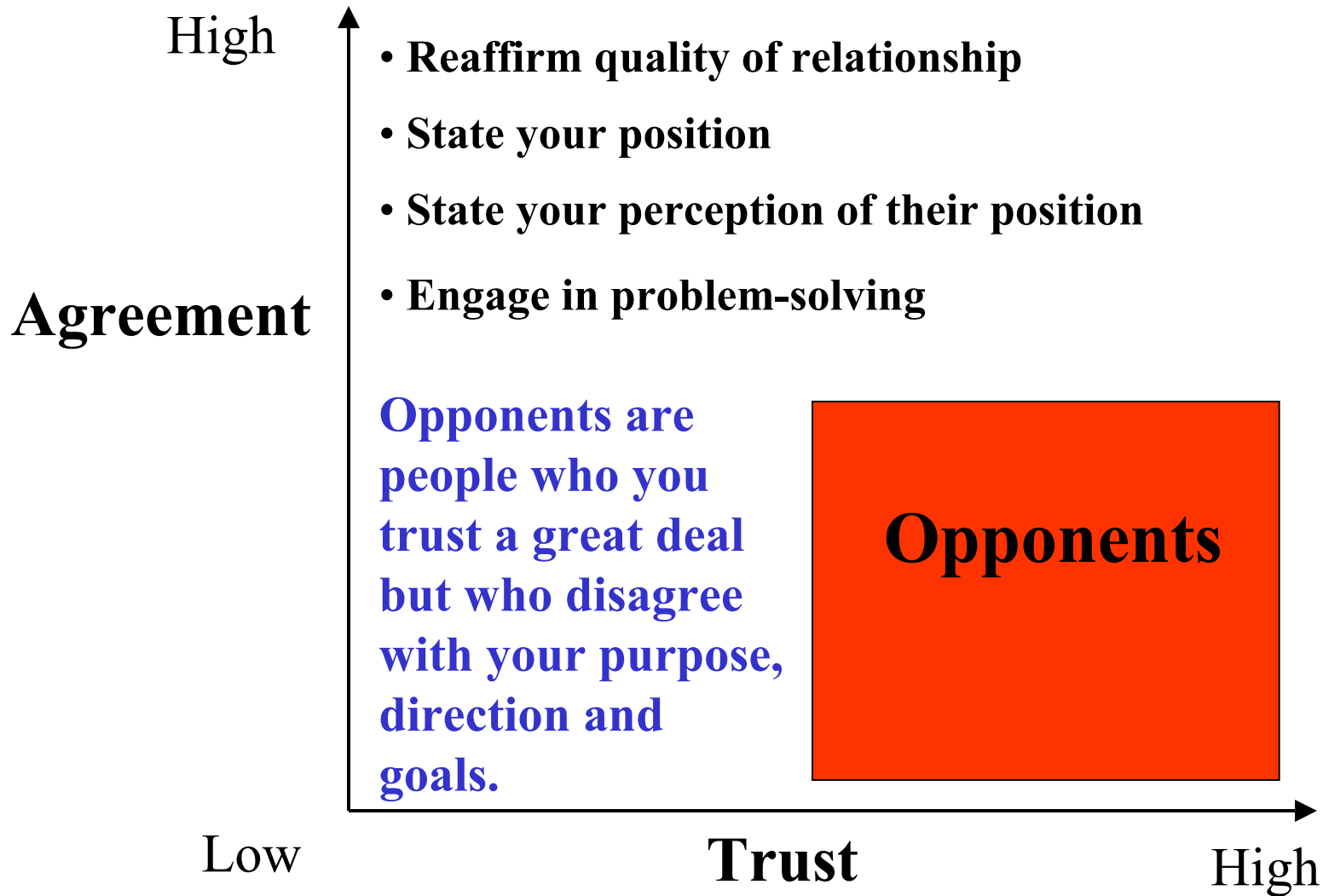
Developing a Political Strategy



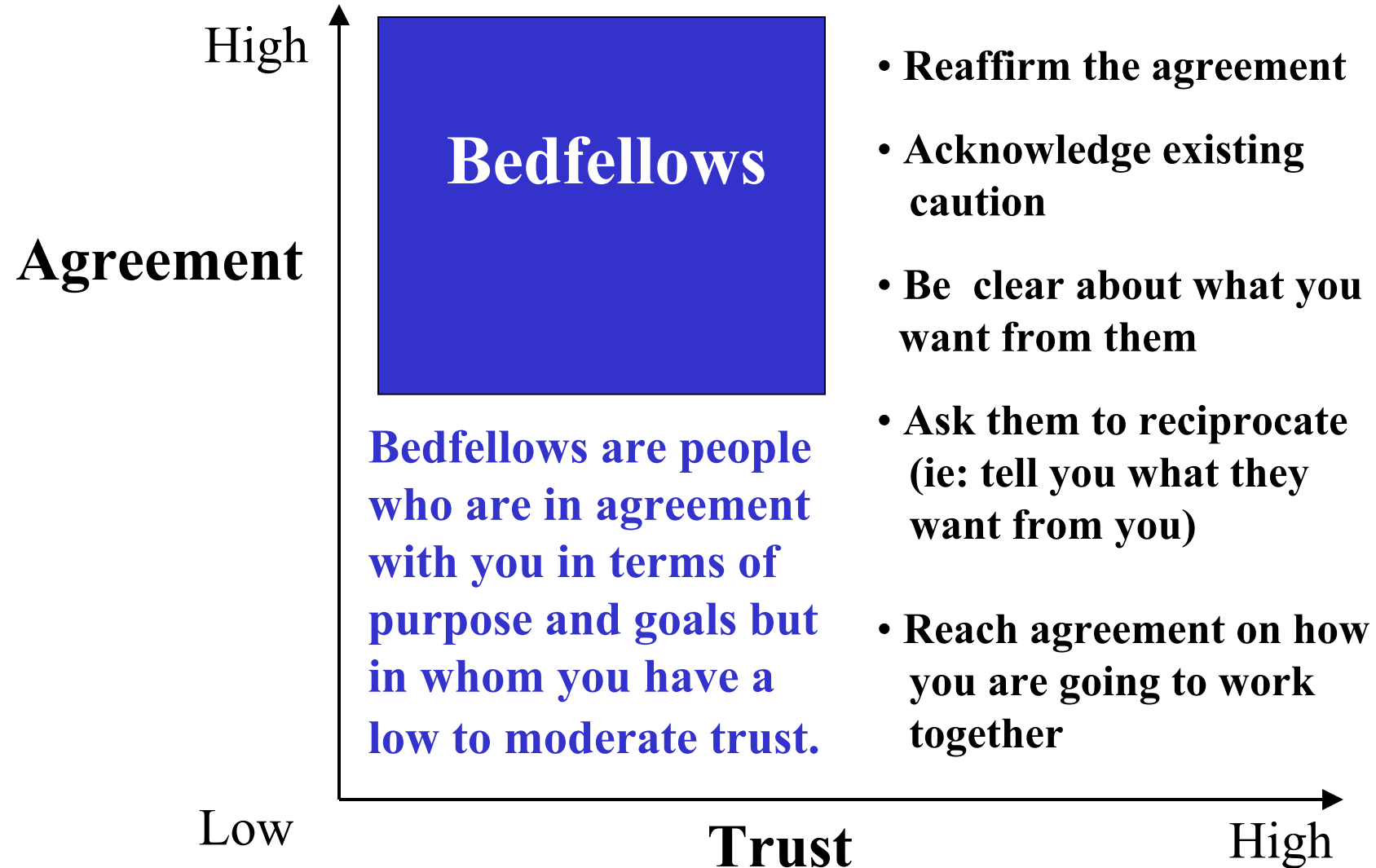
Action Strategies for working with Allies



Action Strategies for working with Opponents



Action Strategies for working with Bedfellows



Action Strategies for working with Adversaries

High

Adversaries are those people in the organisation with whom negotiation has not worked. They take up much of your psychic energy and time.

- State your vision for the project
- State your understanding of their position
- Identify your own contribution to the problem/situation
- Identify your commitment to any hostilities
- End meeting with your current plans
- Make no demands

Adversaries

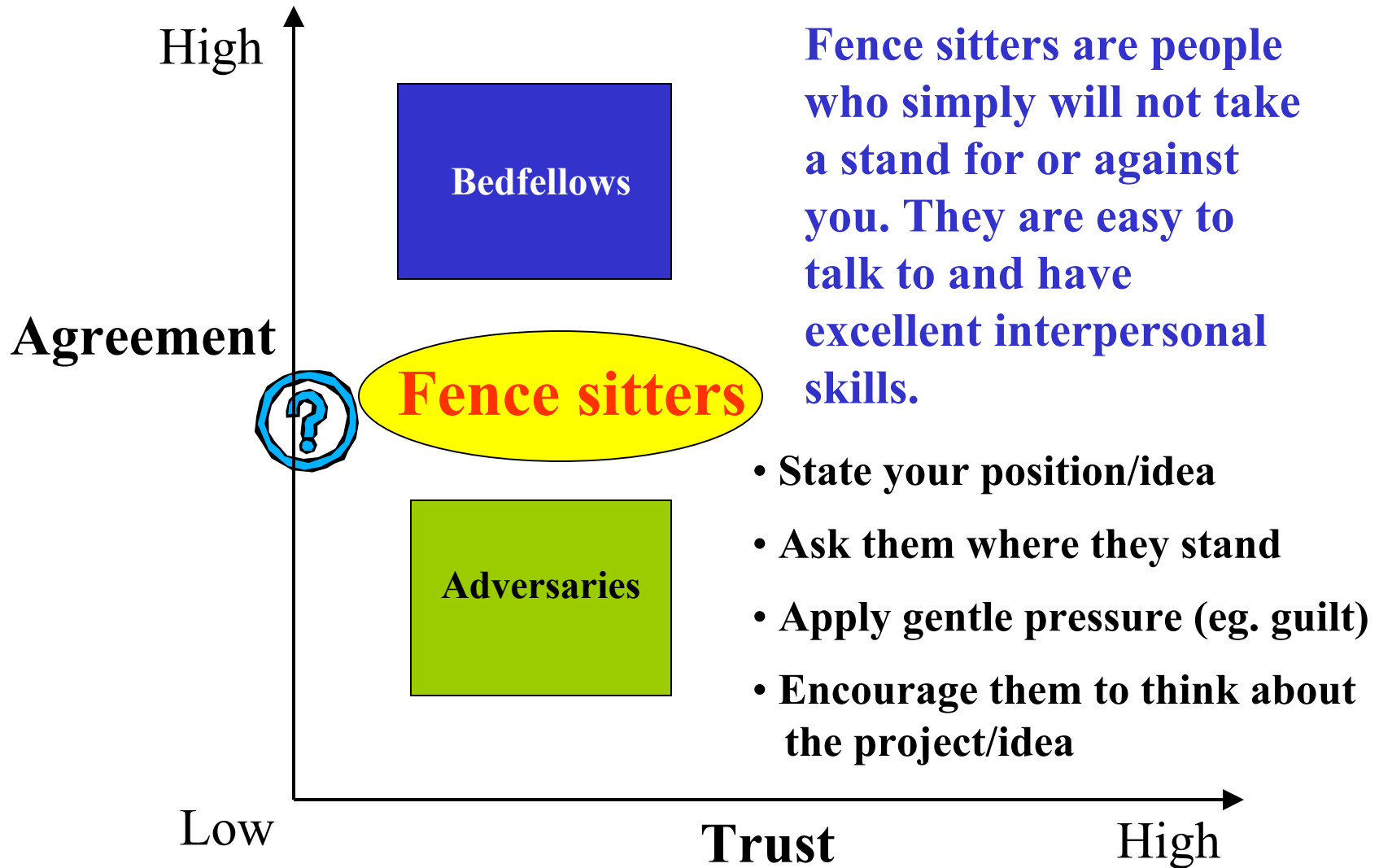
Low

Trust

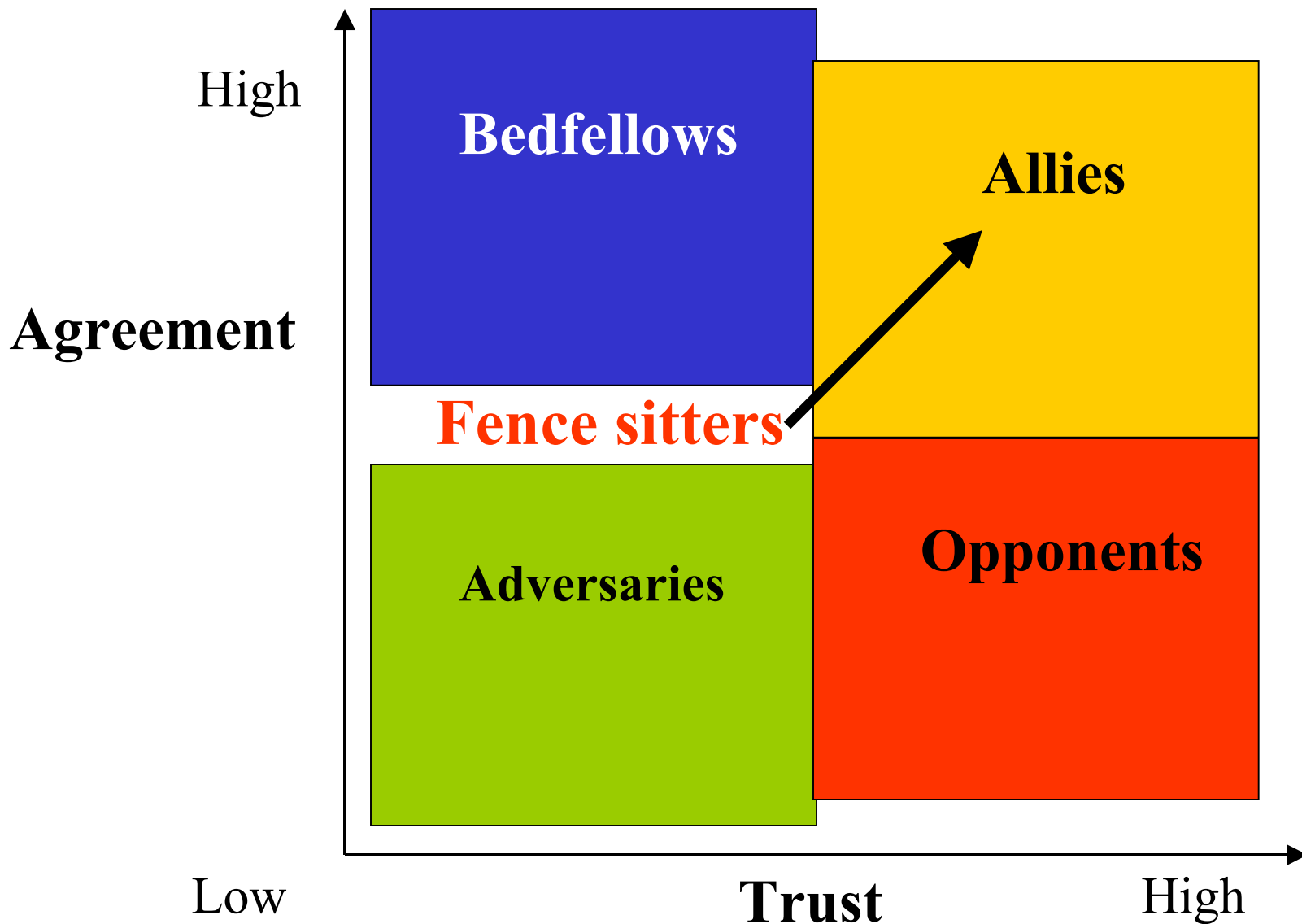
High

Agreements

Action Strategies for working with Fence sitters



Action Strategy for working with Fence sitters



Peter Block (1987). **The empowered manager: Positive political skills at work.** San Francisco: Jossey-Bass.