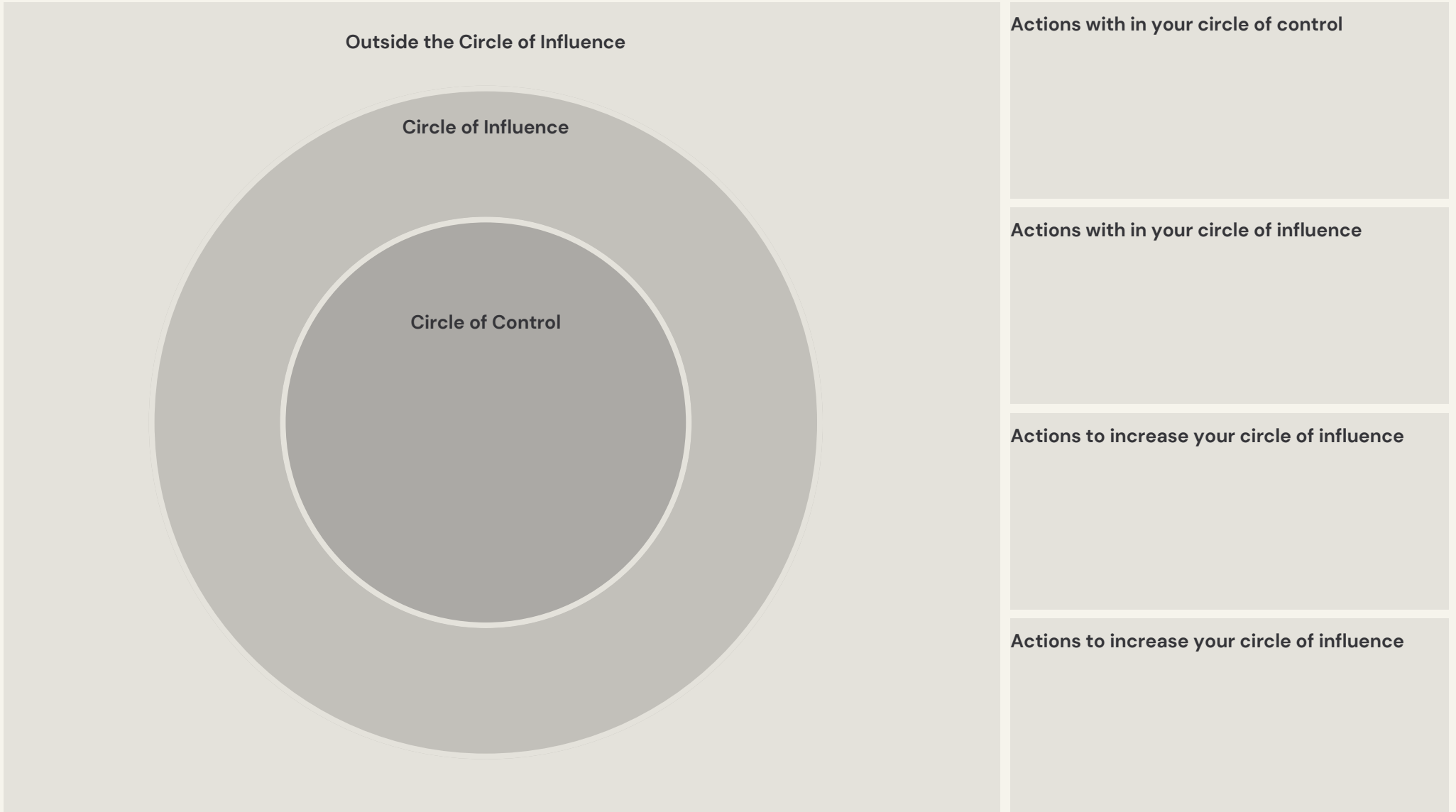




Sooner  
Safer  
Happier

# Influence in Action

Identifying & Prioritising Your Impact



# Influence in Action

## Identifying & Prioritising Your Impact

### Step 1: Identifying Impediments

Take a moment to list any impediments currently slowing down or blocking the flow of value in your team or organisation. These could be related to processes, tools, communication, or decision-making.

Consider using the flow mapping exercise to uncover impediments and opportunities. Mapping out the flow of value can highlight bottlenecks and areas where improvement opportunities exist.

### Step 2: Mapping Your Impediments

Using the impediments ideated in the previous step, place each impediment in the corresponding circle.

- 1.Circle of Control: What can be directly controlled by you or your team?
- 2.Circle of Influence: What can you influence, either through collaboration, communication, or escalation?
- 3.Outside of Influence: What is beyond your control or influence?

### Step 3: Identify Actions

- Revisit each item in your Circle of Control and identify actions you can take to address them
- Revisit each item in your Circle of Influence and identify actions you can take to address them
- Consider how transparency, collaboration, or data might support your efforts.

### Step 4: Prioritising Actions

Once you've mapped your impediments, review them and prioritise actions based on the following:

- High Impact, Easy to Influence/Control: These are quick wins—tackle these first.
- High Impact, Harder to Influence: Focus efforts here next—collaborate, escalate, or gather data to support changes.
- Low Impact, Outside of Control: Consider delegating or escalating these issues, but don't invest too much energy.

**Tip:** Start with one concrete action that can alleviate a major impediment and create the momentum for improvement. This exercise highlights three key learnings for leaders at all levels.

First, recognise your control—there is often more within your control than initially realised, and small actions can lead to significant improvements. Second, understand that impediments ARE the path—these obstacles aren't just in the way, but represent the journey toward optimising value and improving the flow of work. Finally, as a leader, it is crucial to see alleviating impediments as a core responsibility. Actively addressing these challenges will not only enable progress but also set the foundation for continuous improvement and long-term success.