FIVE LEVERS OF INFLUENCE
WHO’S CHANGING?
Change Impact Map

Level 1 Impact Zone:
- Provide the Inputs
- Do the Work
- Use the Outputs
- Affected by the Outcome

Level 2 Impact Zone:
- Manage the Work
- Fund the Work
- Regulate the Work
- Support the Work

Level 3 Impact Zone:
- See the Work
- Do Similar Work

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RELATIONSHIPS OF CHANGE
WHAT’S CHANGING
LAYERS OF CHANGE
FIVE LEVERS OF INFLUENCE
1 PROVIDE CLARITY
ENABLE PROGRESS
3

BUILD
TRUST
INVITE
PARTICIPATION
5

MOTIVATE

ACTION
PAIR UP AND SHARE
Provide Clarity
Enable Progress
Build Trust
Invite Participation
Motivate Action
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