

TIPPING THE SCALES toward CHANGE

What **KNOWLEDGE** do I have that will move this task group to action?

What **INFLUENCE** do I have over others to affect change?

What **RELATIONSHIPS** do I have that will move this task group to success?

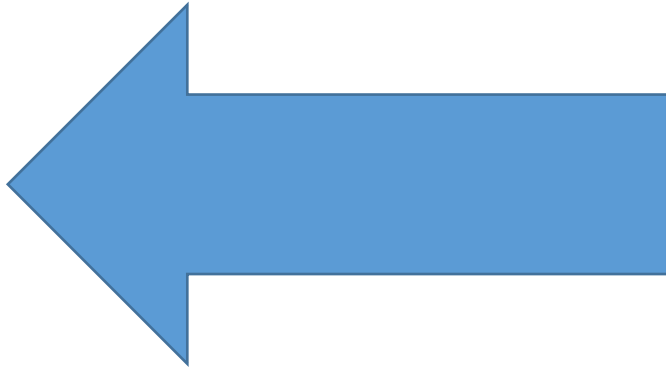
What **CHANGES** do I and my organization need to make now to get real outcomes and impact?

CHANGE

OUTCOMES

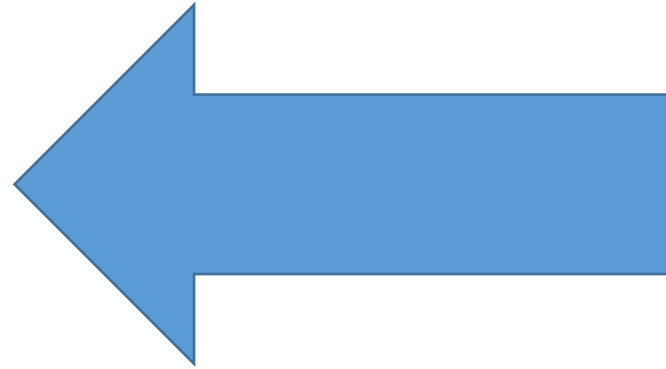
IMPACT

INFLUENCE MAPPING



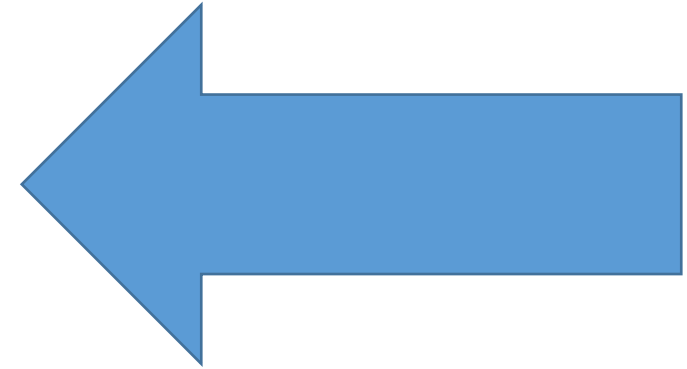
THOSE WHO CAN INFLUENCE THE INFLUENCERS

Who has connections or relationships with those that can get decision makers to make the change?



THOSE WHO CAN INFLUENCE THE DECISION MAKERS

Who can get the decision-makers to make the change?



DECISION MAKERS

Who has the power or authority to make the change?

Terms of Use for Next Generation Logo and Toolkit

All content in the Next Gen toolkit is free for use, with attribution. We created this toolkit because of growing demand for practical tools and guidance from practitioners and business leaders across the country looking to build authentic, business-driven partnerships. We don't make money off our materials. We share them freely in order to grow the field of Next Generation Sector Partnerships. So, seriously. Use our stuff. Here are rules we ask you to follow in return:

- Give full attribution via the intact Next Gen name and logo on all materials used and shared. The Next Gen Sector Partnership name and title and/or logo must also only be used for official Next Gen materials and shall not be used on materials created by other entities.
 - Join the Next Gen Community of Practice to connect and share with other practitioners across the country. Sign up for our mailing list and send us a note at info@nextgensectorpartnerships.com to let us know you've found the Toolkit valuable. We'd appreciate knowing how you've used it.
- Consider contributing financially to the Institute of Networked Communities, the organization behind the Next Gen Community of Practice. Your donation supports the continued development of Next Gen tools and resources.

The Next Gen Sector Partnership Community of Practice is an initiative of the Institute for Networked Communities (INC), a 501(c)(3) nonprofit organization. INC's mission is to build stronger, more inclusive economies by activating public-private networks around a shared commitment to place. All rights to the Next Gen Sector Partnership toolkit content are reserved by INC.