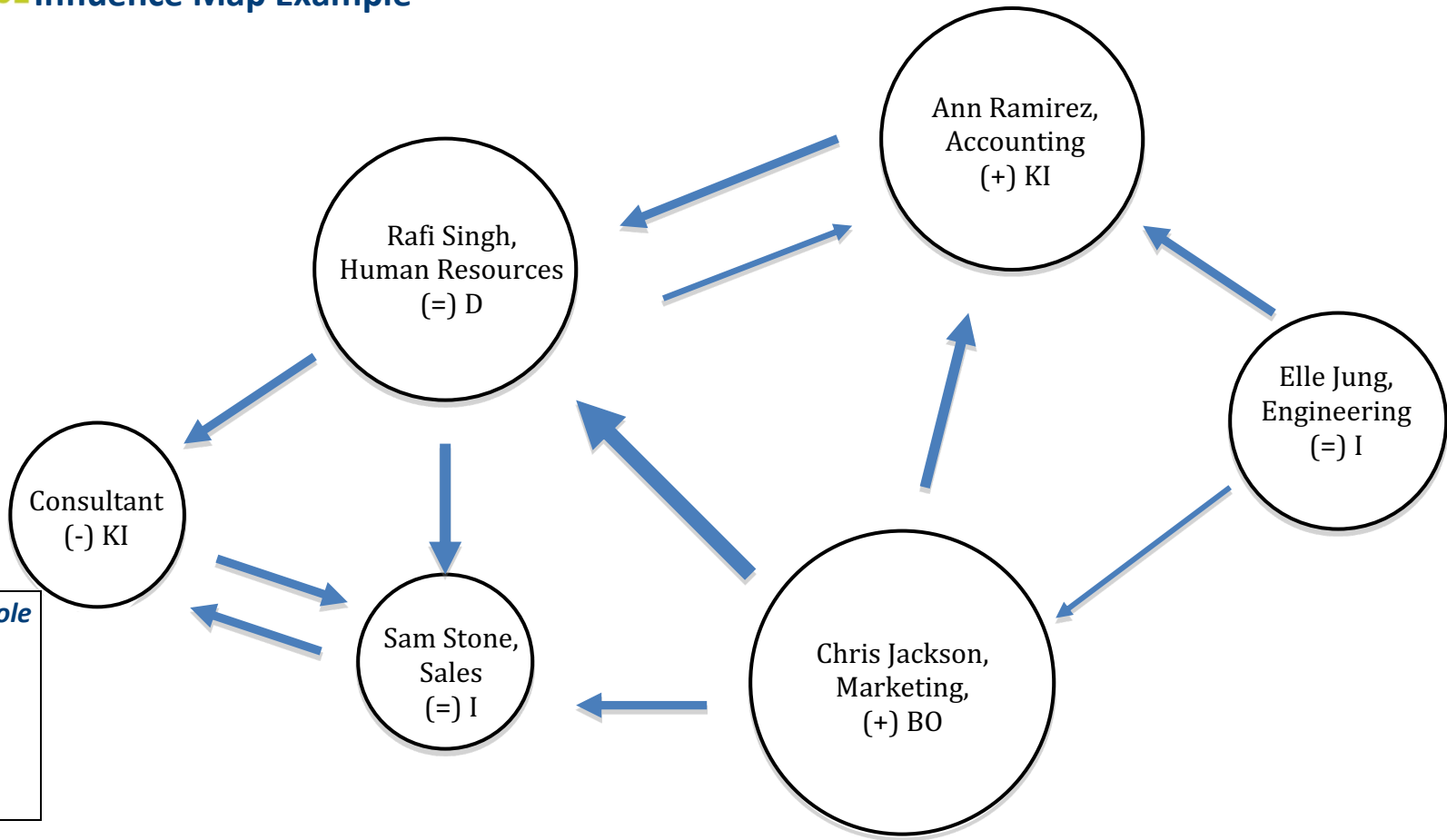




Influence Map Example



Legend Support
(+) Champion
(-) Detractor
(=) Neutral

Legend Influence Role
A - Approver
D - Decision Maker
KI - Key Influencer
I - Influencer
BO - Benefit Owner

Key
Circle Size = Overall influence
Line Direction = Effect of influence
Line Width = Strength of influence