



INFLUENCE MAP

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

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

Influencer Name	Title	Dept	Influence Role	Support	Department KPIs	Individual Priorities	Who Do They Influence?	Who Influences them?	Exposure Opportunities
				(+) (-) (=)					