

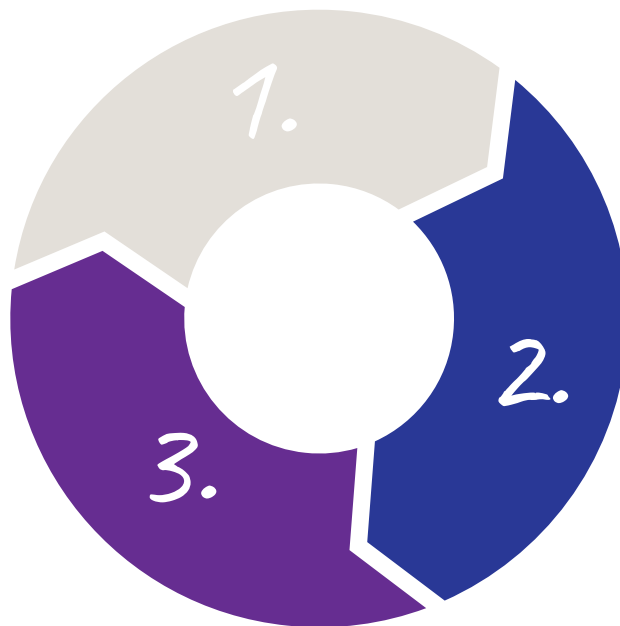
The Me, 2, 3 method of leveraging influence

This is the method that bridges the gap between flexible thinking and collaboration.

Me, 2, 3 is about growing influence, empathy and understanding. It underpins successful collaboration.

You'll gain understanding, vital insight, and be able to create the best outcomes and actions.

There are always at least 3 positions of influence to think about in any situation.



ME - This is you and what's important to you

2 - Whomever you're making the connection with, a colleague, a client, anyone at all - you may get to work through this model with them, imagine yourself in their shoes, or both!

3 - Another interested or related party, who's not in the in the conversation. It could be a company, employer, customer or anyone involved who is invested in the situation.

Move through each position, and ask:

- What's important?
- What's the impact?
- What's the outcome I/they want?
- What challenges are there?
- How does this make them feel?