

# iMATRIX - INFLUENCE MATRIX

If a team member has multiple/competing styles (overlaps), choose the style you believe best fits that person at work and locate that style using worksheet #1. IT'S OKAY TO GUESS AND ADJUST AS NEEDED.

NAME	STYLE (REFERENCE WORKSHEET #1 or #2)	HOW TO MOTIVATE REFERENCE YOUR #1 WORKSHEET AND LIST 2 THINGS THAT MAKE THEM "TUNE IN".	HOW TO DEMOTIVATE REFERENCE YOUR #2 WORKSHEET AND LIST 2 THINGS THAT MAKE THEM "TUNE OUT".	MY NEXT STEPS IN YOUR OWN WORDS, WHAT NEXT STEPS WILL YOU TAKE WITH THIS PERSON? (LIKE, ASK ABOUT HIS SICK BROTHER)
YOUR NAME		# 1 #2	# 1 #2	
CO-WORKER'S NAME		# 1 #2	# 1 #2	
CO-WORKER'S NAME		# 1 #2	# 1 #2	
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<b>Jack Brown</b>	RED	#1 <i>Competition</i> #2 <i>Moving fast</i>	#1 <i>No challenges</i> #2 <i>Restricted resources</i>	<i>I will meet with Jack and ask him to create a contest for the team. I will personally offer an incentive to him to reach a huge goal.</i>
<b>Amber Diamond</b>	YELLOW	#1 <i>People and friendly social situations</i> #2 <i>Being flexible</i>	#1 <i>Unfriendly people</i> #2 <i>Strict schedules</i>	<i>I plan to support Amber by meet-ing with her daily to encourage her. Then stretch it out to weekly and monthly as needed.</i>
<b>Trey Williams</b>	GREEN	#1 <i>Facts and data</i> #2 <i>Being unemotional</i>	#1 <i>Constant changes</i> #2 <i>Fast decisions</i>	<i>Since I am highly inspiring (emotional) I will slow down my clock and conver-sation with Trey, ask more questions and come prepared with data for our next meeting.</i>
<b>Lisa Stevens</b>	BLUE	#1 <i>Reassurance</i> #2 <i>Being supportive</i>	#1 <i>Criticism</i> #2 <i>Unhelpful people</i>	<i>I'm going to meet with Lisa about the vision of our company and ask her how she would like to communicate on a regular basis; see what her ideal is, then do it.</i>
<b>CJ Ownens</b>	RED	#1 <i>Competition</i> #2 <i>Moving fast</i>	#1 <i>No challenges</i> #2 <i>Restricted resources</i>	<i>I will meet with CJ and ask him to create a contest for the team. I will personally offer an incentive to him to reach a huge goal.</i>
CO-WORKER'S NAME		#1 #2	#1 #2	