

## Worksheet – Chapter 4: Relationship Intelligence

*“Trust is earned in drops and lost in buckets.” – Kevin Plank*

### Thinking Stretch

Think of a time when you successfully influenced someone without formal authority.  
What did you do to build trust and credibility in that relationship?

### Practical Exercise: Relationship Mapping & Strategy

Create a simple relationship map of 3–5 key stakeholders:

- Identify their role and influence level
- What are their priorities and concerns?
- What is your current relationship strength (1–5)?
- What actions can you take to strengthen the relationship over the next month?

### Imagination Prompt

Imagine you’re assigned to a high-visibility project with a cross-functional team you've never worked with.

How will you establish credibility and rapport quickly?

### Action Box

List 2 things you will do this week to improve a professional relationship that matters.

## Relationship Challenge: Strengthen Your Web

### Purpose:

**Influence grows through strong relationships, especially when you don't hold formal authority. This challenge helps you build awareness, intention, and strategy around the connections that matter most.**

### Step 1: Identify a Strategic Relationship

Think of someone whose support could help your work succeed. This could be a peer, stakeholder, or leader.

Who is it?

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What do you know about their goals, style, or concerns?

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### Step 2: Map the Dynamics

Reflect on your current relationship with them:

- What's working well?
- Where is there friction, distance, or misunderstanding?

How would you rate the strength of this relationship (1–5)? Why?

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### Step 3: Take One Step

What small action could you take to build trust or rapport?

Examples: share appreciation, offer support, ask their perspective, clarify shared goals.

My next step:

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#### Step 4: Zoom Out

Look at your broader network. Who are 2–3 other people whose relationships you want to invest in this quarter?

Why do they matter, and what's one way you can connect more intentionally?

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#### Reflect

What did this exercise reveal about how you manage relationships?

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What would change if you became more deliberate in building influence without authority?

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