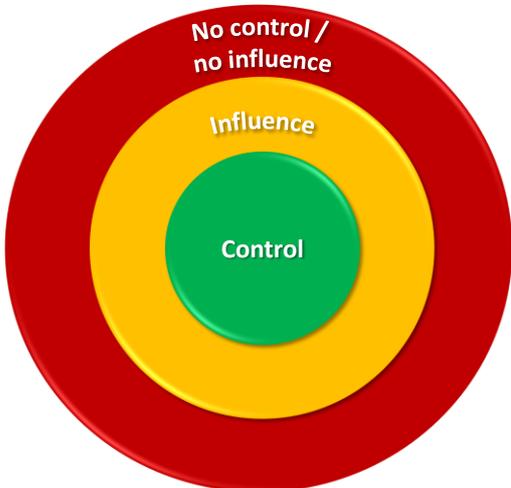
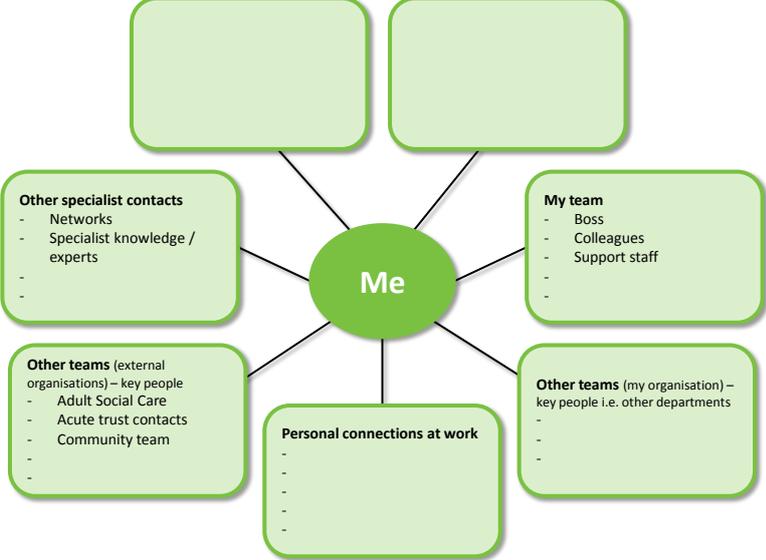


My Network / Circle of Influence	
What should I expect the outcomes to be of using the tool?	The My Network tool helps you to see who is in your network. It also helps to visualise who may be missing from your network currently. The circle of influence enhances the network tool by helping to consider what if any influence/control you have with the people in your network.
Tool/ method	<ol style="list-style-type: none"> 1. Use the boxes provided to list the people who sit in the suggested areas of your network. The headings are given to prompt and guide you are should not be viewed as a must complete. 2. If different headings/groupings are more appropriate for your network change the ones given or use the blank boxes. 3. The blank boxes can alternatively be used to identify people who are missing from your network. 4. Once completed it can be used in conjunction with the circle of influence. This tool describes the influence/control you have with the people in your network. 5. Once you have completed this you can reflect on whether the influence you have with the people is what you need to have in order to succeed in your project. 6. Plan for any shifts or changes to how you influence that you may need to make. <p>Circle of influence</p> <p style="text-align: center;">Circle of influence</p> <div style="text-align: right;">  </div> <div style="text-align: center;">  </div>

	<p>My network</p> <p style="text-align: right;">CLIC Cumbria Learning and Improvement Collaborative</p> <p style="text-align: center;">My network</p>  <p>The diagram shows a central green circle labeled 'Me'. Six lines radiate from this circle to six surrounding light green rounded rectangular boxes. Clockwise from the top-left, the boxes are: <ul style="list-style-type: none"> Other specialist contacts <ul style="list-style-type: none"> - Networks - Specialist knowledge / experts - - My team <ul style="list-style-type: none"> - Boss - Colleagues - Support staff - - Other teams (my organisation) – key people i.e. other departments <ul style="list-style-type: none"> - - - Personal connections at work <ul style="list-style-type: none"> - - - - Other teams (external organisations) – key people <ul style="list-style-type: none"> - Adult Social Care - Acute trust contacts - Community team - - Two empty boxes at the top. </p>
<p>Why we may choose to use this tool/ method?</p>	<ul style="list-style-type: none"> • My Network is a simple visual tool to help to understand your network of connections at work and outside work if appropriate who can help to support your improvement project. • It can also be used to identify who may be blockers of your improvement project. • It can be used in conjunction to the circle of influence to enable you to reflect on alterations to your influencing style you may need to adopt or people who currently you have little influence with who you may need to focus on for success.
<p>How you might use this tool/ method?</p>	<p>These two complementary tools can be used in the planning of improvement projects to ensure you have involved the right people to achieve success.</p>
<p>What next?</p>	<p>You may need to think about understanding your influencing style with people and what theory of influence is available for you to understand in order to help you.</p>
<p>Examples/ case studies/ links to best practice/ evidence</p>	<p>Influencing styles questionnaire</p> <p> 02 Influencing Style Questionnaire.docx</p>



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