

Short Term Influence Plan (STIP)

What do I want to achieve in this interaction?

How do I need to adjust the Subject's frame?

What is most relevant from the Subject Profile for this interaction?

What topics do I have to engage the Subject with? What topics will I avoid?

How am I going to adapt the situation/environment to help me?

What influence style am I going to use?

What external and internal influence tactics am I going to use?

What could happen? What could go wrong? What could go right?