HOLDING A POLITICAL ONE-ON-ONE

WORKSHEET

Use this worksheet to think through what you will cover in each of the five parts of your one-on-one with a prospective coalition partner. Keep in mind the main principles of coalition building!

SEVEN PRINCIPLES OF COALITION WORK

* Reinforce your guiding theory of change
* Negotiate
* Don’t always be right
* Never burn a bridge
* Under promise, over deliver
* Know your role
* Develop trust

Purpose

Story

Connection

Strategy

Ask