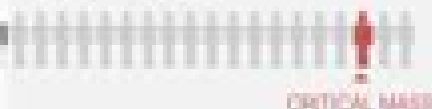


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MODULIZE

CREDIBILITY

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CHANGE EFFICIENCY RATIO

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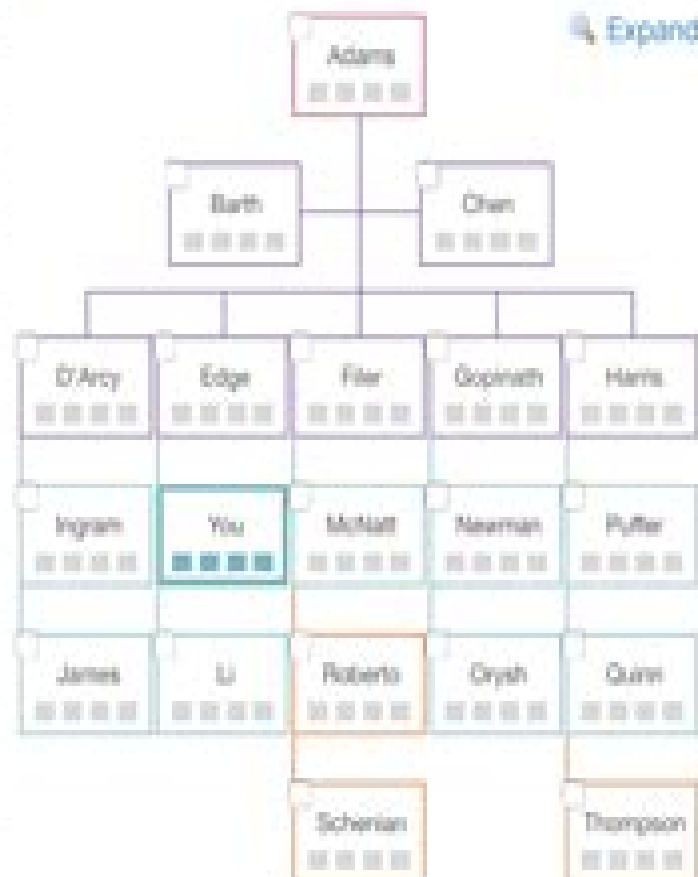
CURRENT SCENARIO

1

Lever	Scope of Impact	Weeks to implement	Weeks before in-use
Walk the talk	entire org.	2	8
Get consultant's support	entire org.	2	4
Get CEO's public support	entire org.	2	6
Conduct private interviews	4 people	1	1
Issue e-mail notice	entire org.	1	4
Hold town hall meetings	entire org.	2	6
Provide internal skill-building	3 people	2	10
Provide external skill-building	3 people	4	12
Conduct pilot project	3 people	6	12
Post progress reports	entire org.	1	2
Tell a 'success' story	3 people	1	1
Clarify organizational values	entire org.	8	20
Build a coalition of support	3 people	4	4
Recognize an adopter	1 person	3	10
Privately confront resister	1 person	1	4
Announce goals & deadlines	entire org.	4	10
Revise reward system	entire org.	12	20

DECISIONS

No Lever Selected



Select All

Unselect All

Submit Decision

Harvard Business Simulation Power And Influence Answers

Katrin Zwirgmaier



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