

# LEVEL SEVEN

## Level Seven's 7 steps to **Effective Relationship Building**

**Step 7 – Learn:** Gather feedback and refine.

**Step 6 – Implement:** Do and Reflect (what works / doesn't work).

**Step 5 – Prioritise actions:** Identify 'Quick win actions'.

**Step 4 – Tailor strategies:** Different strokes for different folks!

**Step 3 How/who do you need to influence:** What style works best with whom?

**Step 2 – Analyse relative power:** Who can help to build or destroy this relationship?

**Step 1 – Identify Stakeholders:** Who are the important players in the relationship?