

THE HIKE – Why Strategic Thinking Leads the Way to Excellence

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The template does not work without the details and direction in the relevant chapter of the book.

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POWER PAPER MAP

Tick boxes, add points, then calculate your CURRENT role + NEXT best role.

A) ARENA SNAPSHOT	B) POWER SOURCES
☐ High stakes & visibility ☐ Many players involved ☐ Hidden / informal rules ☐ Resource competition ☐ Volatile environnement ☐ Backchannel communication	☐ Resource ☐ Expert ☐ Network ☐ Legitimate authority ☐ Referent (trust/charisma) ☐ Reward (incentives) ☐ Coercive (block/escalate)
     	      
C) OBJECTIVE	D) STRATEGIC MOVES
☐ Secure resources ☐ Shape decisions ☐ Gain advantage	☐ Stakeholder mapping ☐ Use power strengths ☐ Build alliances ☐ Negotiate & persuade ☐ Anticipate & adapt ☐ Shape information flow
  	     

E) SCORE GRID (count the total number of symbols)

	ES	CB	GK	DD	NA	TP
	Expert Strategist	Coalition Broker	Gatekeeper/ Allocator	Decision Driver	Narrative Architect	Tactical Player
						
A						
B						
C						
D						
Total						

Tie-break (if 2 + roles share the highest score): Please check in the book page

RESULT: CURRENT ROLE: _____

NEXT BEST ROLE: _____