**Using the Circle of Influence with Your Staff**

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1. Is this issue we are discussing in your circle of influence or circle of concern?
2. What can you do within your circle of influence to impact this situation?
3. How could implementing that behavior push out your circle of influence in this situation?
4. What do you know you could be doing in this situation but are not yet taking action?
5. What could be the consequences here if you fail to change your behavior?