

When Emotional Connection Drives Behavior

People I impact or that impact me in my work and ultimately success.

Name	1	2	3
Down (e.g. people who report to you)			
1			
2			
3			
Across (e.g. same-level peers in your organization)			
1			
2			
3			
Up (e.g. who you report to)			
1			
2			
3			
Out (e.g. people in your personal life)			
1			
2			
3			