



Christine Lee, April 2026

The 85% Rule: Building Collaboration and Influence for Career Advancement

Common challenges:

Building influence is a _____.

Research from Harvard and Carnegie Foundation shows that 85% of job success comes from:

Impact =

1. External Awareness

a. Motivations: Stakeholders What They Care About

b. Stakeholder Mapping

- i. Who is _____ ?
- ii. Who needs to _____ it?
- iii. Who might _____ it?

iv. What would it look like to frame technical ideas in terms of _____?

2. Internal Awareness

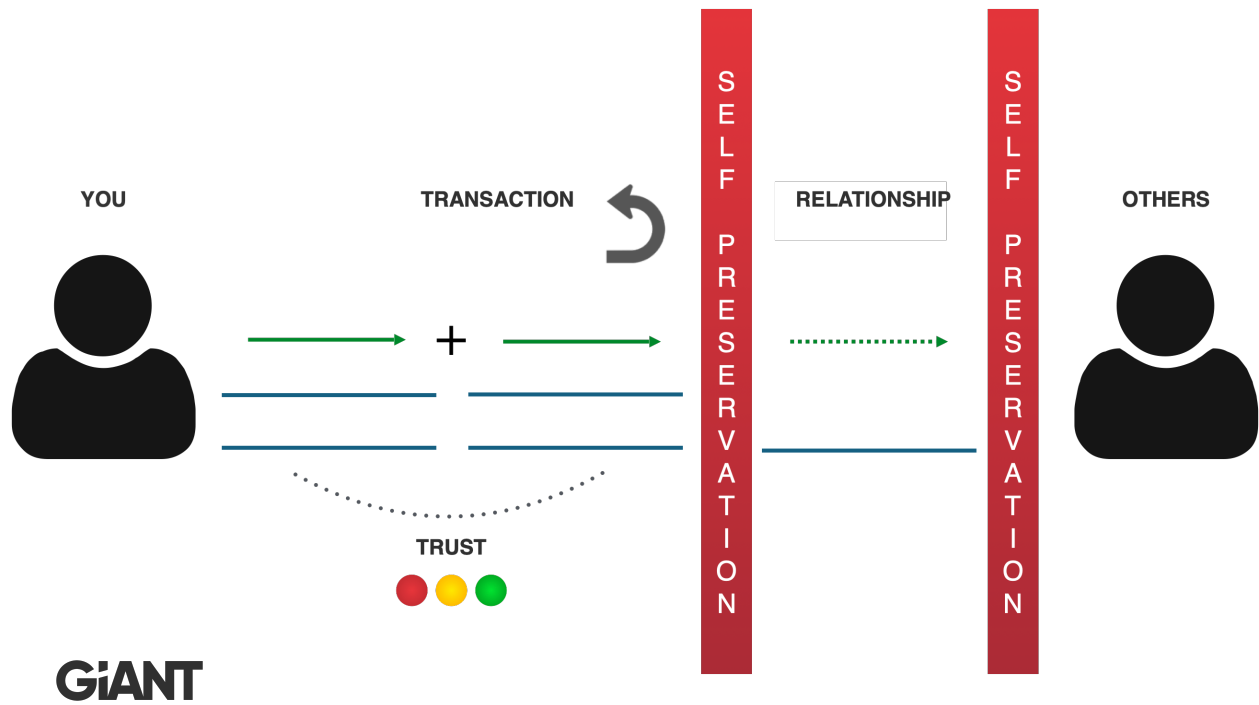


GIANT

a. Unlocking Your Influence through 4 Filters:

- i. _____ -
- ii. _____ -
- iii. _____ -
- iv. _____ -

b. The Influence Model



What is one thing you can commit to doing in the next week, in elevating one of the 4 C's to build your influence?

Good practices for building influence:

Key Takeaways: