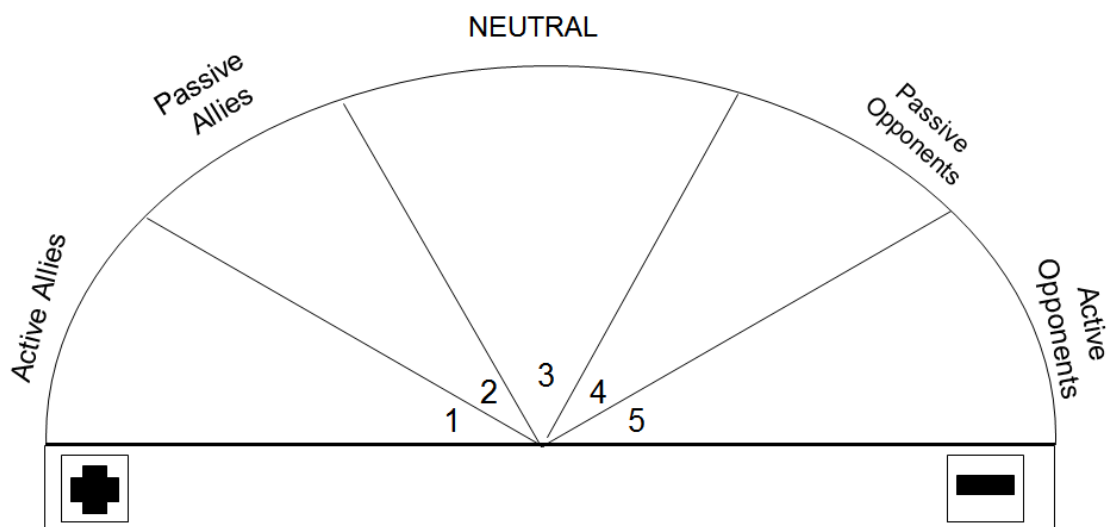





Map the Terrain

Worksheet – Creating a Spectrum of Allies¹

1. Make a COPY of each “post-it” from your tactical map; then discuss together where each “post-it” will be placed on one of the spaces on the “spectrum”.
 - Place each “post-it” in the space on the “spectrum” that you think best represents that person’s position or that group or that institution in relation to your VISION of solving the PROBLEM.
 - Refer to the handout for the descriptions of the “wedges” or segments on the spectrum: Active Ally; Passive Ally; Neutral; Passive Opponent and Active Opponent.



2. Review and discuss the chosen TARGET

- Review the target chosen from your tactical map – does this still look like the best target? Why or why not?
- Indicate the TARGET chosen by drawing a CIRCLE on this “post-it”.

Post your “Spectrum of Allies” and your identified target for everyone to see.

¹ Original Source: Training for Change (www.trainingforchange.org) and adapted by New Tactics in Human Rights.



Worksheet: Spectrum of Allies Segments

1. **Active Allies:**

You believe you can **already** count on them to help you.

If your target falls in this area of the spectrum – your tactics will need to find ways to engage your allies even more actively in working with you toward your goal.

2. **Passive Allies:**

You think they have the same interest, investment or need to solve the problem as you do, and may be close to agreeing with you about your vision, but perhaps may not be able or willing to actively or overtly support you.

If your target falls in this area of the spectrum - your tactics will need to help move them to the “*active ally*” position; increasing their interest and willingness to be active.

3. **Neutral:**

These are people, organizations, institutions that may not know about the problem; may not know about you and your work; have no particular investment in the problem.

If your target falls in this area of the spectrum – your tactics will need to find ways to inform or educate them about the problem and your position in order to move them to a “*passive ally*” position. Examine your tactics to be sure you will not move them toward your opponent’s position.

4. **Passive Opponents:**

These are people, organizations, institutions that you think have some interests that would be opposed to your vision; they may have relationships with people who are actively opposed to you.

If your target falls in this area of the spectrum – your tactics will need to create doubt about their position, raise fears that their position may be “costly” to them in some way. You want your tactics to move them to a “neutral” position and NOT to an active opponent position.

5. **Active Opponents:**

These are people, organizations, institutions that have a big investment in opposing your position (related to power, position, finances, relationships, etc.).

If your target is located in this area of the spectrum – your tactic goal would need to put them into a great dilemma, that any action they would take against you would be very “costly” to them. Your tactic goal would be to move them into a “*passive opponent*” position.

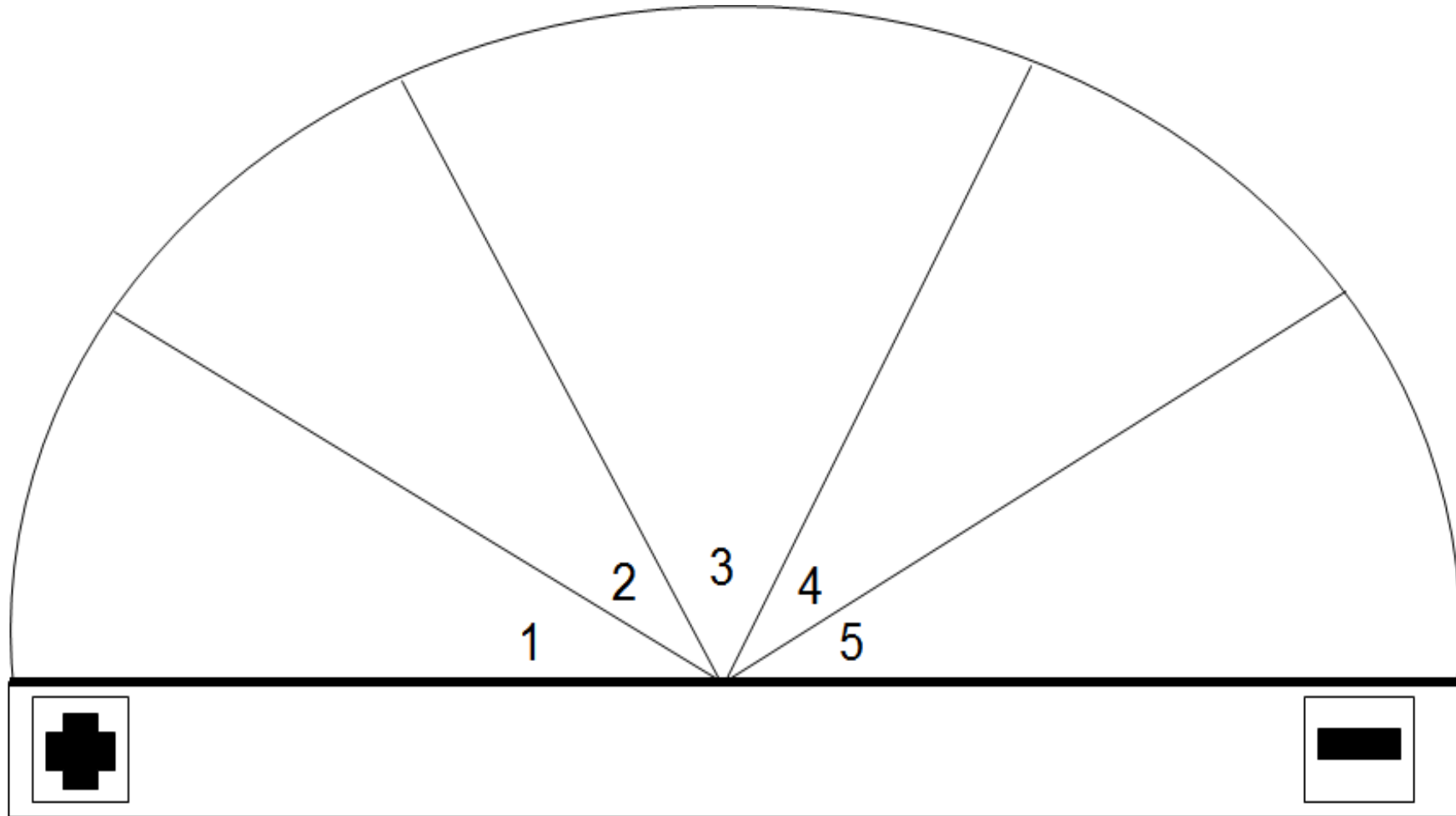
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Problem Statement: _____



Source: Original Source – Training for Change (www.trainingforchange.org) and adapted into five segments by New Tactics in Human Rights.

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