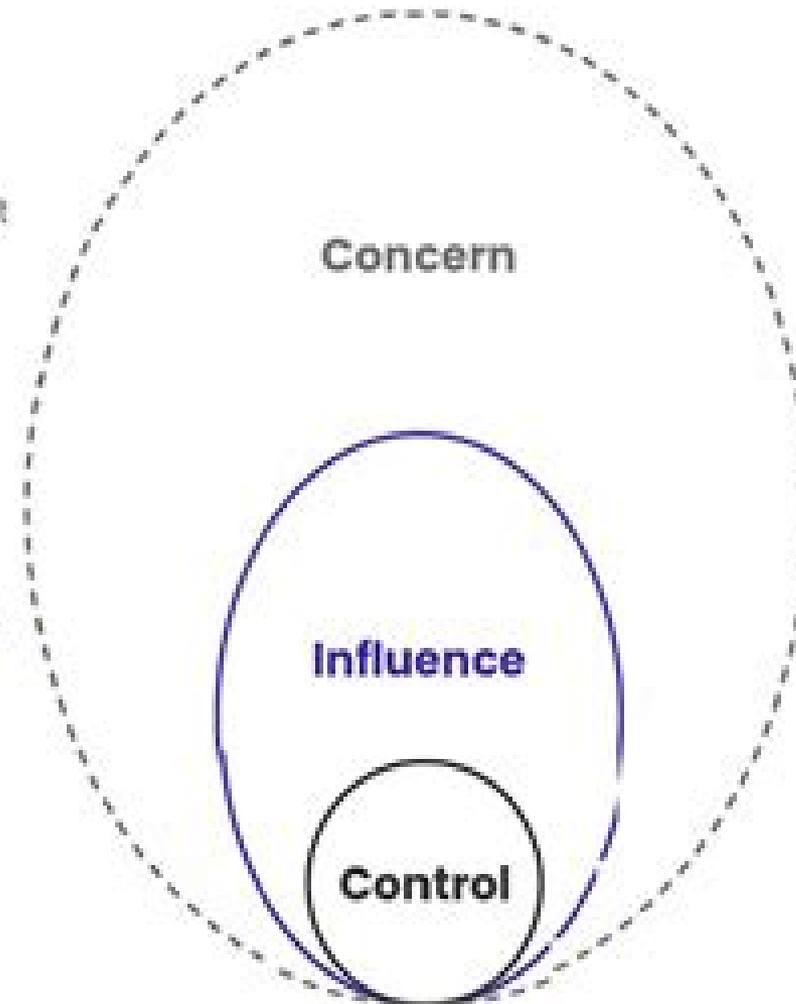


# The Three Spheres of Influence



## Sphere of Concern

The biggest sphere refers to anything that might be of interest or concern to you, but is fully outside of your control and your ability to influence.

## Sphere of Influence

This includes all areas where you can affect outcomes and engage with others, but where you don't have direct control. What sits within this sphere are things you can actually take action on in your organisation.

## Sphere of Control

This is the smallest sphere, because the only thing you can truly control in life is yourself: your actions, your decisions, your behaviours, and your words.

# The Influence

**Michael Seilmaier**



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