

ENGAGEMENT IS NOT A UNICORN (IT'S A NARWHAL)

ENGAGEMENT MATRIX

RELATIONSHIP TO THE EXTERNAL PERSON/CONSEQUENCE

COMPLIANT

Relationship to the external person and/or consequence is high

Relationship to the task is low

INTERESTED

Relationship to the external person and/or consequence is high

Relationship to the task is high

NON-COMPLIANT

Relationship to the external person and/or consequence is low

Relationship to the task is low

ABSORBED

Relationship to the external person and/or consequence is low

Relationship to the task is high

RELATIONSHIP TO THE TASK

