

The Academic Leader as Cultural Architect Worksheet

November 1, 2024

Strategic Initiative: _____

Early Adopters	Naysayers (Actively Resistant)
Who?	Who?
What do they want?	What do they want?
What do they need?	What do they need?
What is your strategy to engage?	What is your strategy to engage?
Smile and Nod (Support, but No or Contrary Actions)	Bystanders (Watch the Show with Popcorn)
Who?	Who?
What do they want?	What do they want?
What do they need?	What do they need?
What is your strategy to engage?	What is your strategy to engage?