

THE JORDAN HARBINGER SHOW

Worksheet for Jennifer Dulski | Improving the World with Purposeful Possibilities (Episode 105)

When you're dissatisfied with the way the world is today, what do you do to ensure it's a better world tomorrow? You roll up your sleeves and start a movement that, by small and purposeful increments, brings your vision of what's possible to life.

Head of Groups and Community at Facebook and [Purposeful: Are You a Manager or a Movement Starter?](#) author Jennifer Dulski joined us to record [episode 105](#) live at Facebook HQ in Palo Alto, California and show us where to begin.

THE JORDAN HARBINGER SHOW

Are You a Movement Starter?

Jennifer and I discussed a great part of her book that broke down *managers* versus *movement starters*. While she finds good managers to be critical, her focus is more on movement starters. These are people who push beyond the status quo, that rally others behind them, and say “*There must be more that we can do.*”

Who can be movement starters? According to Jennifer: *all of us.*

You just have to find some aspect about your world that you’re looking to change (big or small), and understand that big changes start small.

In what part of your world do you want to start a movement? Is it with something small like the type of coffee served at the campus cafeteria? Or would you like to improve a larger institution?

THE JORDAN HARBINGER SHOW

The Vision Prescription

Jennifer's recipe for *vision* has three separate but complementary ingredients. Part one: choose your desired future. Part two: purpose. Part three: a story of that desired future. Like baking a cake, vision needs each of these ingredients for the outcome to have a chance at looking and tasting the way you want it to.

Take Jennifer's recipe and apply it to an area where you'd like to be a movement starter.

What is the desired future for your vision?

What is your purpose?

THE JORDAN HARBINGER SHOW

Influence Mapping

Influence Maps are a systemic approach to persuasion. They are roadmaps to help you to reach the desired outcome of persuading an individual.

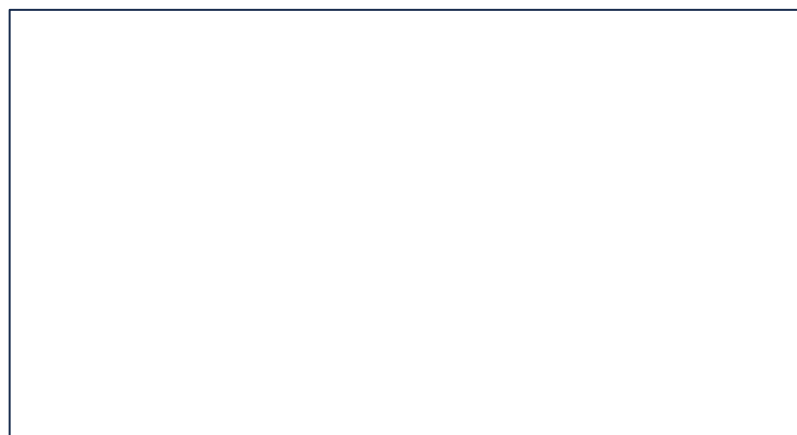
Let's try one. Write down your desired outcome. Next: what decision maker are you looking to influence? Then: who are all of the people who influence that person? What will be the plan to reach them?

THE JORDAN HARBINGER SHOW

Stopping the Haterade

Criticism can be a wonderful advantage. However, when the wrong type of criticism is consumed, it can be a good way to hate yourself for a little while. Jennifer says that we should all expect criticism -- especially as you become more successful along your path.

The point is to find what value you can from the criticism. Is the feedback a demotivator, or is it coachable feedback? If you're not sure, look to those in your organization who are good at seeing the big picture. What's a piece of criticism you've received lately? Did you find it useful? If you're not sure if it was useful, was there someone you could have spoken with to help vet it?



Full show notes and resources for this episode [can be found here](#).

THE JORDAN HARBINGER SHOW

About



Join Jordan Harbinger (critically acclaimed host, formerly of The Art of Charm) as we get deep into the untapped wisdom of the world's top performers -- from legendary musicians to intelligence operatives, iconoclastic writers to visionary change-makers.

We deconstruct the playbooks of the most successful people on earth -- and learn new strategies, perspectives, and insights you can't find anywhere else. Then, take these insights into your own life and live what you listen.

THE JORDAN HARBINGER SHOW

support@jordanharbinger.com

THE JORDAN HARBINGER SHOW



Share This With
Your Friends!



[Share This](#)