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| **Leadership Practices** | **Policy** | **Identity** | **Processes** | **Relationships** |
| Asking challenging questions | Challenging local policy at a council committee |  |  |  |
| Story telling |  | Telling stories about the impact of our work that change the way our partners see us. |  | Telling stories about our work through key informal contacts. |
| Building coalitions |  |  | Developing a joint training programme with the local authority |  |
| Advocating | Speaking on behalf of families in need at a meeting with the CGC. |  |  |  |
| Recognising points of power | Recognising opportunities to challenge policy |  |  |  |
| Negotiating |  |  |  |  |
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