



Discerning the CaseMaking You Need to Build Will for a Thriving Future

Strategic CaseMaking is a set of principles that leaders should use to make the strongest case for a just, thriving future for everyone. To determine which principle(s) to use in any particular conversation, you must first listen closely to what is – and isn't – being said.

Think about a situation in which you are trying to persuade people to get behind a big change.



- Who are you in conversation with that you need on your side?
- What kinds of responses do you get?
- What CaseMaking principle(s) might you need to deploy?

If you don't hear ...	Then ...
<ul style="list-style-type: none"> • An appreciation of a bigger "We" • A shared stake in the future • A collective identity 	Principle #1: Help people make the connection between your work and their own aspirations for themselves, their families, and their communities.
<ul style="list-style-type: none"> • A focus on the future • Urgency to act • Power to make change 	Principle #2: Help people understand why they must activate right now to get to the future they want.
<ul style="list-style-type: none"> • Activated bystanders • Fear of loss from inaction 	Principle #3: Help people understand what they will lose in their own lives if they don't join your work now.
<ul style="list-style-type: none"> • Helpful narratives replacing harmful ones • Energy and momentum 	Principle #4: Carefully prepare for the dominant narratives and negative disrupters that you know will come up in conversation about your work.
<ul style="list-style-type: none"> • Proven solutions being elevated • Proof points being widely circulated 	Principle #5: Lead with solutions rather than giving time and energy to naming well-known problems. Use all the creativity of your data and storytelling to show the benefits of your solution.
<ul style="list-style-type: none"> • An understanding of and focus on systems 	Principle #6: Highlight how racial and economic inequities have been built into our man-made systems and how we can redesign them.
<ul style="list-style-type: none"> • Storytelling that highlights our interdependence 	Principle #7: Make sure the people you need are heroes in the stories you tell about the challenges you are solving.
<ul style="list-style-type: none"> • Confidence in collective problemsolving 	Principle #8: Talk people back into their power and their ownership over solutions by lifting up community successes.
<ul style="list-style-type: none"> • Trust in your leadership 	Principle #9: Be clear about your coalition's value proposition and the track record of success that you have individually and/or collectively.
<ul style="list-style-type: none"> • An understanding of how to get to success • Clarity around each actor's role 	Principle #10: Share your roadmap for change, how you'll measure success along the way, and what people can do to help.

REFLECTION

Think about a situation where you are trying to persuade people to get behind a big community change, like affordable housing, climate action, or health equity.

- Who is one person you are already talking to who you need on your side?
- What are their questions, comments, or concerns when you tell them about your work?
- What's missing that would help you advance your case?
- What CaseMaking principle(s) might be helpful to learn more about to move your case forward?



**The
CaseMade**
Reimagine How Justice Wins