

Managing Opposition & Setbacks Worksheet

Classify a setback using the Setback Taxonomy, make the pivot-or-persist call, and write the honest sentence that holds your coalition together.

Describe the setback

Think of a setback your campaign has hit or is likely to hit. What happened?

Classify it

Which of the five is it — tactical loss, resource loss, legitimacy hit, momentum loss, or strategic defeat? Explain why.

Pivot or persist

Based on the classification, will you persist (keep going as planned), tactically pivot (adjust the approach), or strategically pivot (change the goal)? Write your reasoning.

The honest sentence to your coalition

Name the loss plainly

State what happened without spin.

Locate the real gain

What did the effort actually advance, honestly?

Give the next thing to do

What's the clear next action you're asking people for?

The Setback Taxonomy — which is it?

Tactical loss — you lost a battle, not the war

Resource loss — you lost people, money, time, or capacity

Legitimacy hit — your credibility took damage

Momentum loss — nothing concrete was lost, but energy is draining

Strategic defeat — the goal itself, as planned, is no longer reachable

