

## **PROBLEM 7**

### **FINDING YOUR ENTRY POINT**

To whom should you present your proposal?

Read "Tool #18 -- Selecting and Recruiting an Entry Point" and "Tool #19 -- Asking Advice" (attached). Then, by using the telephone, letters, personal contact, and asking advice, identify at least three possible points of entry that you might use for the suggestion contained in the memoranda you are working on for this course. Write out on one or two pages the names, positions, and the pros and cons of each of these persons; then select the one you plan to use and discuss the reasons for your choice.