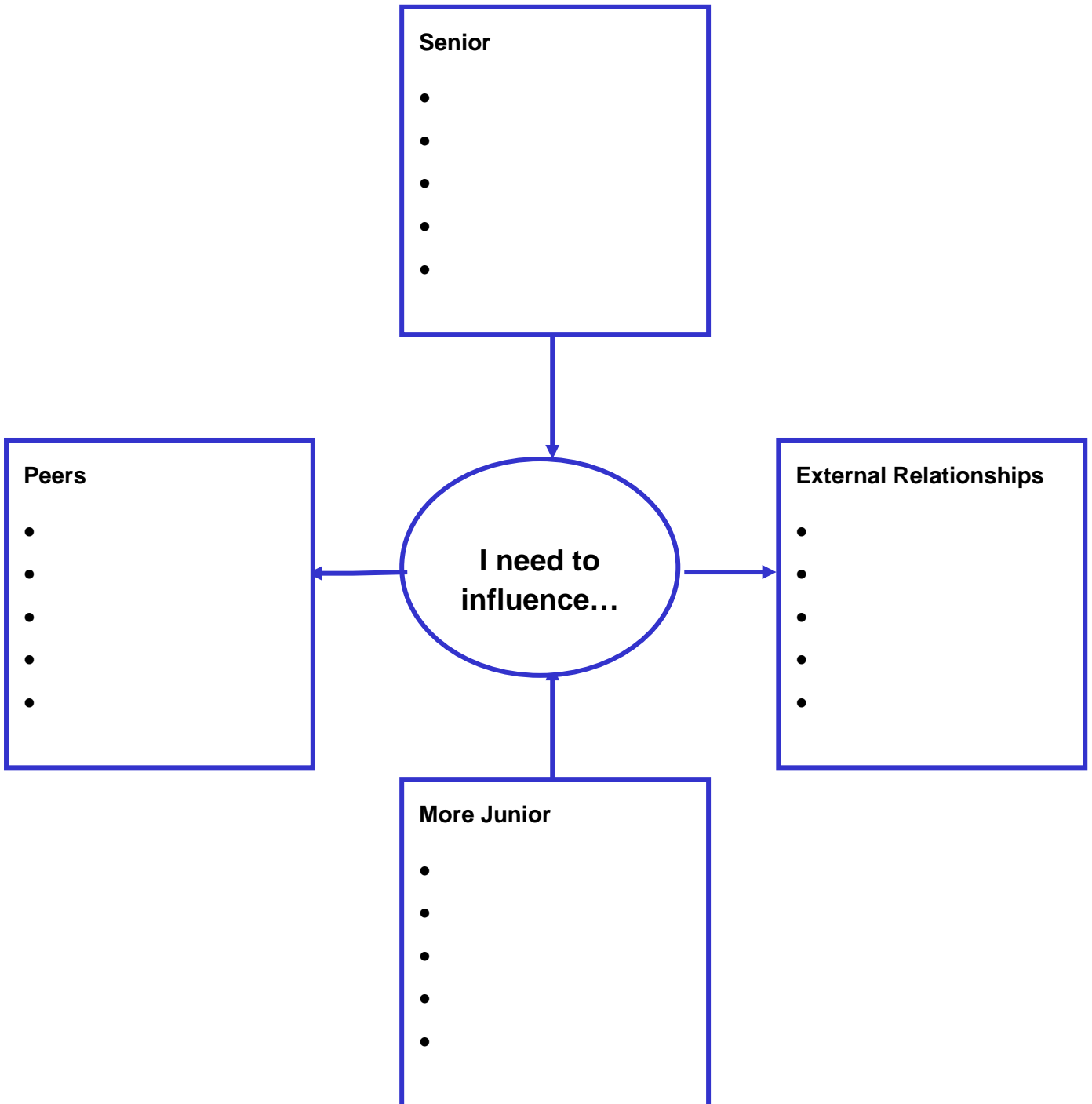
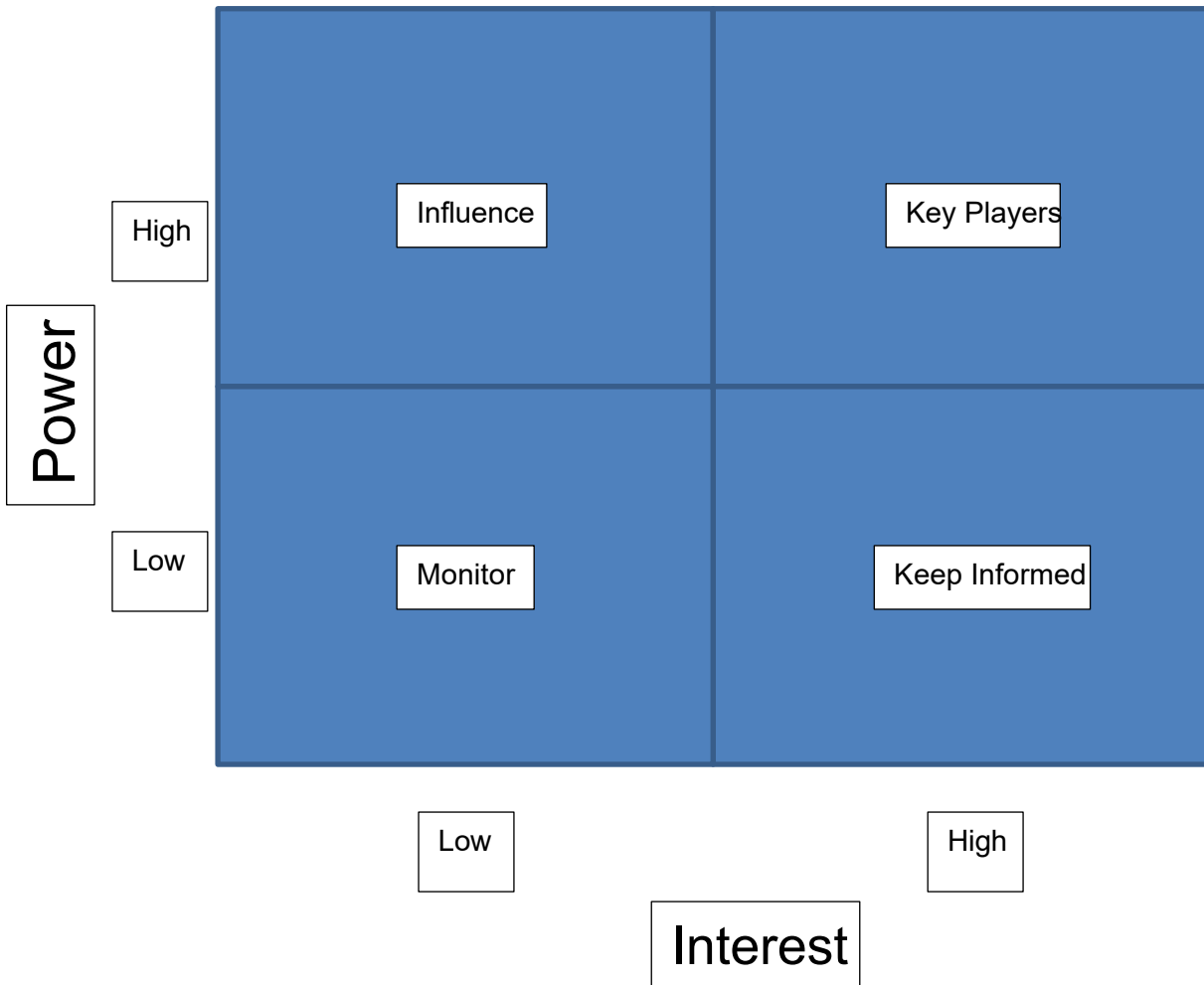


Mapping Your Stakeholders

Map this for the people that you need to influence...



Worksheet Nine: Mapping your Stakeholders (2)



1. Who are your top 5 stakeholders? How can they each help you achieve success in your change project?
2. What are their key areas of interest or work objectives? What is really important to them?
3. What is your relationship like with each of these? How often do you meet, for example? Is that enough?
4. Which of your stakeholders have strengths where you don't? How specifically can they help you?
5. Are there any of your major stakeholders – and certainly those in your top 5 – who you do not have a good working relationship? What is it that causes any difficulties/ personality clash? Different agendas? How can you take the initiative and do something about this?

Worksheet Ten: Stakeholder questions