

Stakeholder Analysis

List all your key stakeholders. A stakeholder is anyone who can judge your success in your job. Your stakeholders might include people at the same level as well. These people might already be on your Dependency Diagram or they may include an entirely new set of people.

Decide how important and how strong your relationship is with each stakeholder is?

You might wish to consider each stakeholder on 5 qualities of TRUST that you learned about earlier, on a scale of 0 to 10. Remember that each quality needs to exist both ways for it to be present in the relationship.

Think about the step change you desire in the relationship and what would be the ideal frequency and nature of contact – this could be a wide range of things from a call, to a regular email, to a regular update, to less frequent meetings or group meetings. The whole activity is designed to help you to be proactive about what type of relationship you want to build.

Stakeholder Name and Position	How important? (Low-Medium-High)	How strong is the relationship now? (Low–Medium–High)	Step Change you Desire in the Relationship	Ideal frequency and nature of contact if relationship is strong	First step to initiate closer contact Call, conversation or email? By when?

Stakeholder Name and Position	How important? (Low-Medium-High)	How strong is the relationship now? (Low–Medium–High)	Step Change you Desire in the Relationship	Ideal frequency and nature of contact if relationship is strong	First step to initiate closer contact Call, conversation or email? By when?