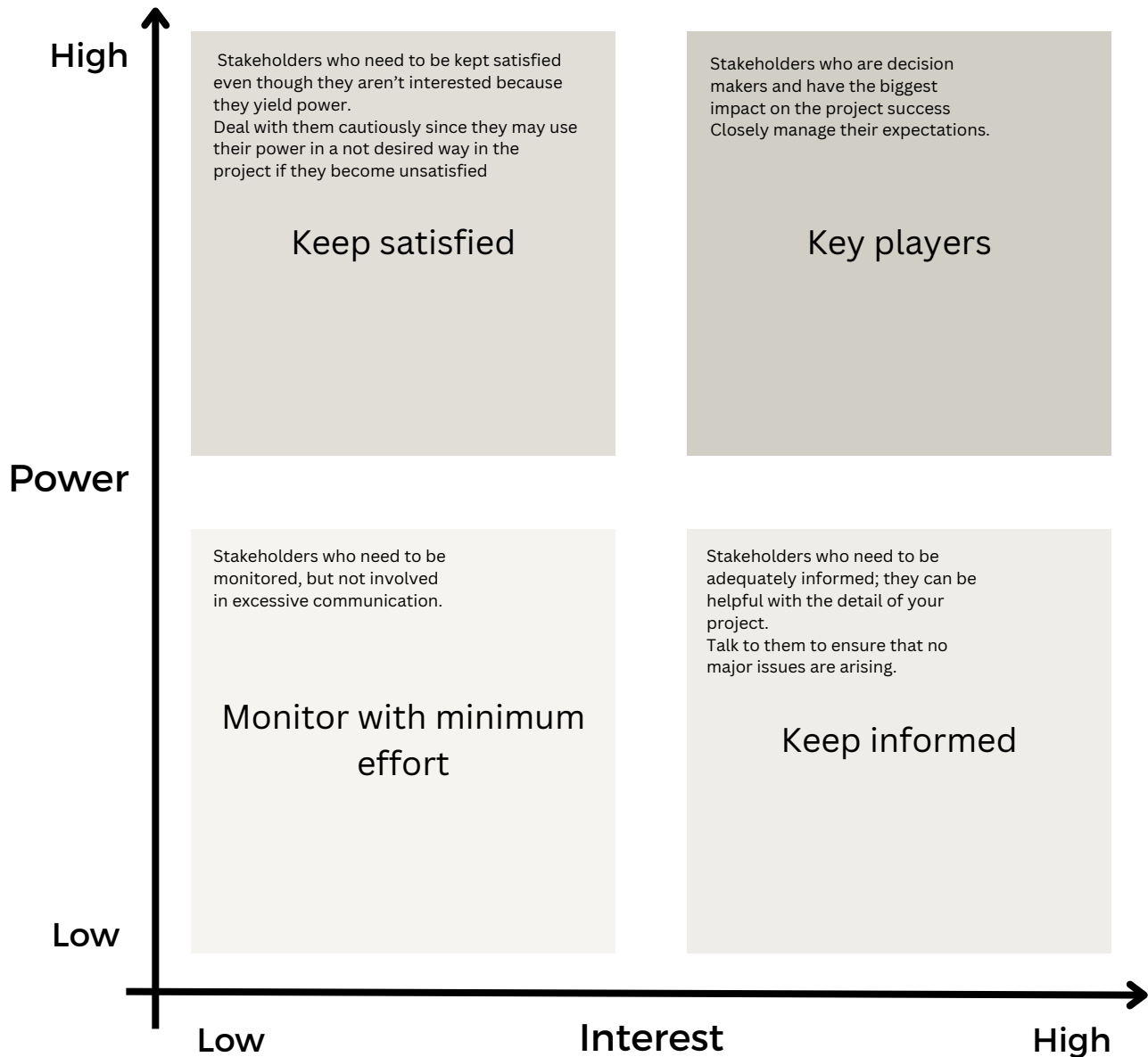




Power/Interest Grid



Stakeholder Analysis

Identify Stakeholders

- use stakeholders identification techniques and tools

Prioritize Stakeholders

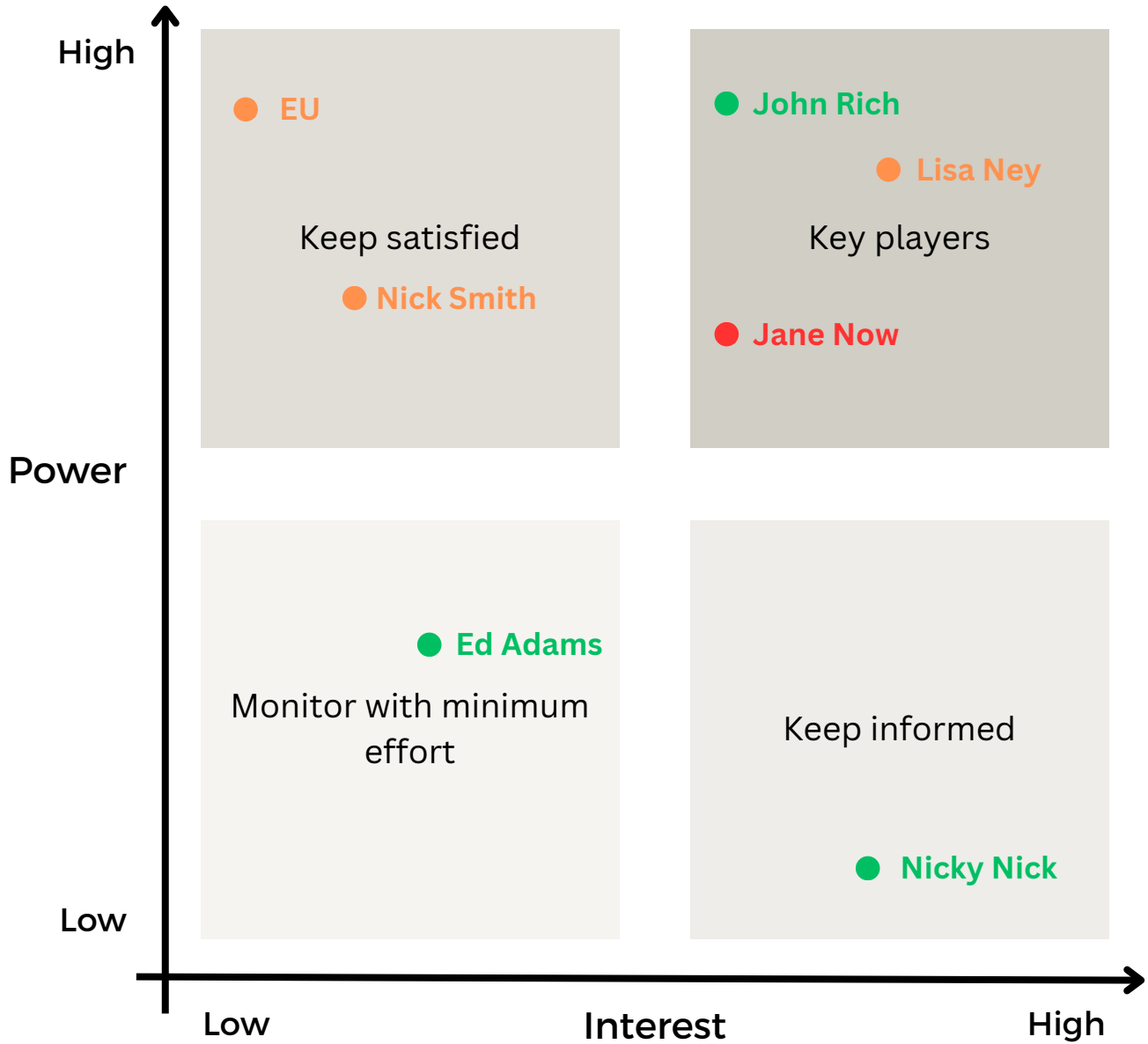
- identify power and interest level
- place stakeholders on the diagram according to the level of power and interest

Understand Stakeholders

- understand stakeholders motivation, goals, needs
- identify stakeholder attitudes - who is **supporter**, who is **neutral**, who is **opponent**



Power/Interest Grid



Stakeholder Analysis

- | | |
|-------------------------|------------|
| Project sponsor | John Rich |
| Subject Matter Expert | Lisa Ney |
| Business representative | Jane Now |
| Regulator | EU |
| Lawyer | Nick Smith |
| End user | Nicky Nick |
| Supplier | Ed Adams |