

# Stakeholder Analysis

## Starting Your Ideal Leadership Role With A Bang



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Describe How You Found The Person During The Meeting		
Direct and open	...   ...   ...   ...   ...	Closed and evasive
Accepting responsibility	...   ...   ...   ...   ...	Pointing fingers or blaming circumstance or the system
Broad view	...   ...   ...   ...   ...	Silo focus
Supportive of others	...   ...   ...   ...   ...	Inclined to find fault with/ gossip about others
Solutions in mind	...   ...   ...   ...   ...	Bogged down in the problem
Positive about direction	...   ...   ...   ...   ...	Negative about the direction of your team/ organization
Believes in the mission	...   ...   ...   ...   ...	Not connected to the mission
Excited	...   ...   ...   ...   ...	Jaded
Finger on the pulse	...   ...   ...   ...   ...	Disengaged
Strategic focus	...   ...   ...   ...   ...	Process focus
Results focus	...   ...   ...   ...   ...	Policy/procedure focus
Will help your team	...   ...   ...   ...   ...	Can't or won't help your team succeed

## Short Version

Person	What I discovered ( <i>listen and learn</i> )	How I Will Make Use Of What They Shared With Me ( <i>Follow-through</i> )

## Longer Version

<b>Current requirements</b> (expected performance)
<b>Ideal requirements</b> (what we would look like if we were exceptional/over-delivering)
<b>Future requirements</b>
<b>What we are currently doing well and should build upon</b>
<b>The things we must not change</b>
<b>What we need to stop doing</b>
<b>Capabilities we need to improve</b> (technical, people, decision-making)
<b>How they measure our successful performance</b>
<b>How we can get data to improve</b>
<b>What it would take for us to be ideal</b>