

INFLUENCE WITH GREATER IMPACT

**STAKEHOLDER
ANALYSIS
TEMPLATE**

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INFLUENCING FOR SUCCESS - Part 1

Understanding my boss/stakeholder

01 Vision - What is their dream? What is the end game they have in mind?

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02 Goals and objectives - What are your stakeholder's key priorities?

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03 Core values - What are their key drivers? e.g. Service, \$\$\$, Innovation?

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04 Context – What is the market like? e.g. Growing, Declining, Static?

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05 Pressures – What demands/expectations are they are experiencing?

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06 Strengths – What are they really good at?

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07 Weaknesses – What is their main area of struggle?

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INFLUENCING FOR SUCCESS – Part 2

Understanding my boss/stakeholder

01 Blind spots – What is your added value knowing what they are missing?

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02 Likes and dislikes – What do they get energized by?

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03 Work style – e.g. Logical, Expressive, Big Picture, Details?

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04 Leadership style – e.g. Democratic, Authoritarian, Coercive?

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05 Preferred communication style – e.g. Face to Face, Emails, Phone?

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06 What do they most need from you – e.g. Timeliness, Ideas, Details?

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07 How you feel about those in authority – e.g. Relaxed, Reactive, Anxious?

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