

# MY CLAIM STAKEHOLDERS

name

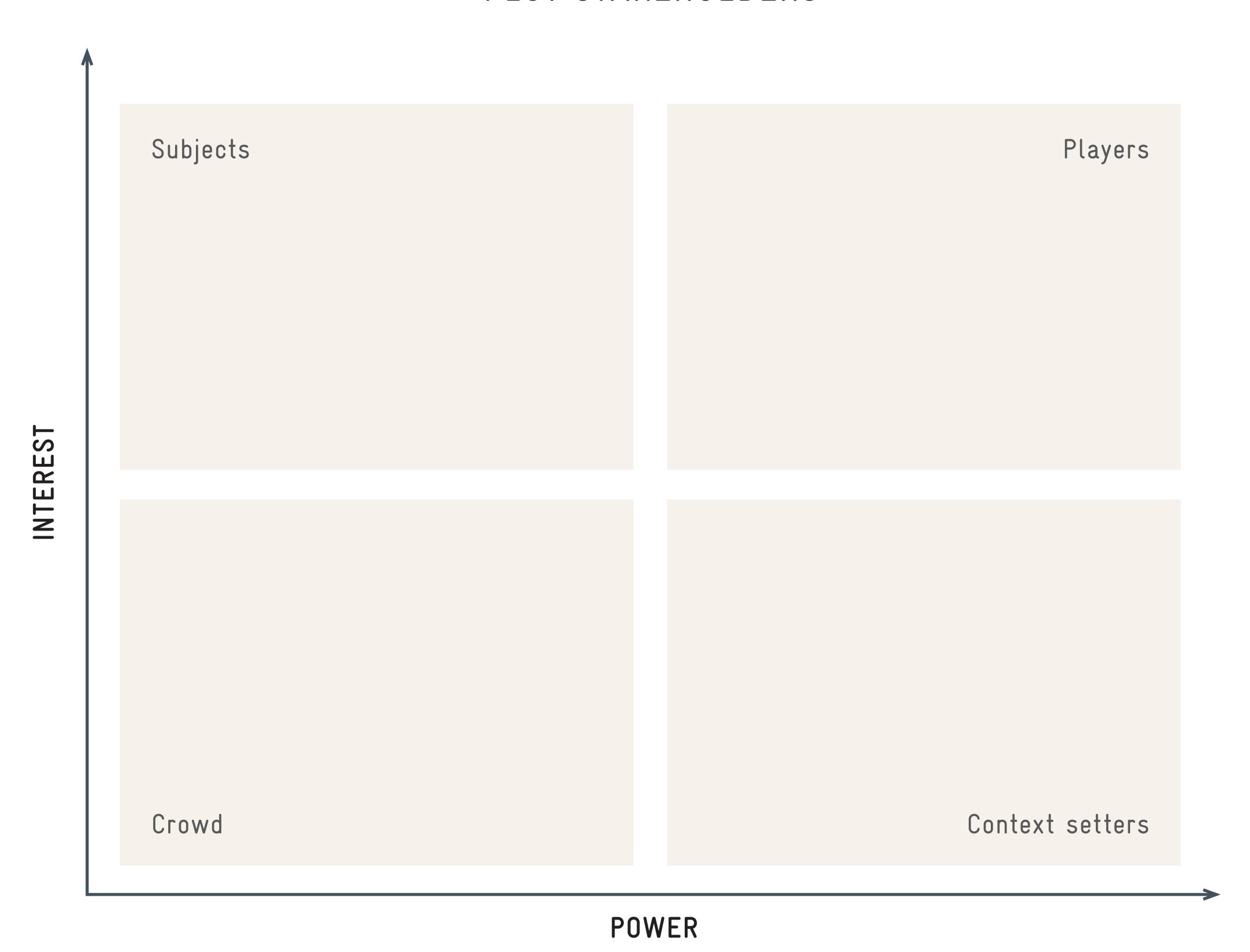
### IDENTIFY STAKEHOLDERS

# Stakeholder Individual Features Needs Advantages (+) Disadvantages (-)

## HOW TO KNOW YOUR KEY STAKEHOLDERS?

- 1. The key stakeholder has a fundamental impact on your claim ...
- 2. You can clearly identify what you want from this stakeholder ...
- 3. The relationship with the key stakeholder is dynamic ... you want it to grow ...

### PLOT STAKEHOLDERS



# FIRST STEPS TOWARDS MY CLAIM...

	what	who involved	when
1.			
2.			
3.			