



MY CLAIM STAKEHOLDERS

name _____

IDENTIFY STAKEHOLDERS

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

PLOT STAKEHOLDERS



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 ...

FIRST STEPS TOWARDS MY CLAIM...

	what	who involved	when
1.	_____		
2.	_____		
3.	_____		