Template: Identify Stakeholders and their Requirements

Use this template to enter your solution. You may modify the template to include more information.

Solution:

Task 1: Identify the potential stakeholders

Refer to the instructions for task 1 in the lab instructions.

List of stakeholders
App users
Regulatory authorities
Real estate agents
AbodeSeek's management
IT team
Marketing
Competitors

Task 2: Determine the roles of stakeholders

Refer to the instructions for task 2 in the lab instructions.

Stakeholders	Roles
App users	Buyers and sellers
Real estate agents	Facilitators of Transactions
Regulatory authorities	Compliance Oversight
AbodeSeek's management	Executive Oversight
IT team	Development and maintenance
Marketing	Promotion and user acquisition
Competitors	Market Influence

Task 3: Consider different stakeholder categories

Refer to the instructions for task 3 in the lab instructions.

Stakeholders	Roles	Internal/ External
App users	Buyers and sellers	External
Real estate agents	Facilitators of Transactions	External
Regulatory authorities	Compliance Oversight	External

AbodeSeek's management	Executive Oversight	External
IT team	Development and maintenance	Internal
Marketing	Promotion and user acquisition	Internal
Competitors	Market Influence	External

Task 4: Categorize stakeholders by influence and interest

Refer to the instructions for task 4 in the lab instructions.

Stakeholders	Roles	Internal/ External	Degree of influence and interest
App users	Buyers and sellers	External	Low/High
Real estate agents	Facilitators of Transactions	External	High/High
Regulatory authorities	Compliance Oversight	External	High/Low
AbodeSeek's management	Executive Oversight	External	High/Low
IT team	Development and maintenance	Internal	High/Low
Marketing	Promotion and user acquisition	Internal	Low/High
Competitors	Market Influence	External	Low/Low

Task 5: Collect requirements from each type of stakeholder

Refer to the instructions for task 5 in the lab instructions.

Stakeholders	Example requirements
App users (buyers and sellers)	• Ability to search for properties based on multiple filters (location, price range, number of bedrooms) • Access to virtual tours of properties • User-friendly interface for easy navigation • Option to save favorite listings and receive alerts for new matches • Ratings and reviews for agents and properties

Real estate agents	• Dashboard to manage listings and view inquiries from potential buyers • Tools for communication with clients through chat features • Access to performance analytics (for example, number of views, inquiries) • Ability to schedule and conduct virtual tours • Marketing tools to promote listings within the app
AbodeSeek's management	• Comprehensive reporting features to track user engagement and app performance • Insights into market trends from user data • Compliance with real estate regulations and data protection laws • Budgeting and resource allocation tools for app development and marketing
IT support team	• Detailed documentation of app architecture for maintenance purposes • Clear guidelines for user data management and security protocols • Escalation procedures for technical issues raised by users • Integration capabilities with existing company systems (for example, CRM, ERP)
Regulatory bodies	• Adherence to local real estate laws and regulations • Transparency in property listings to avoid deceptive practices

	• Data protection measures that comply with privacy regulations
Investors	• Regular updates on project milestones and financial performance • Assurance of return on investment through user growth statistics • Market analysis reports demonstrating the app's competitive advantage
Marketing team	• Tools for creating promotional content within the app (for example, banners, featured listings) • Analytics on user demographics and behavior for targeted marketing campaigns • Feedback mechanisms to gauge user satisfaction and areas needing improvement
Customer support team	• A knowledge base for common user inquiries about the app • Integration of a support ticket system directly within the app • Real-time chat support features for immediate assistance