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| Project name:  brillianCRM | Work package title:  1.4 Stakeholder Analysis |
| Work package description:  Stakeholders like (suppliers, customers, employees, management, authorities, public …) have to be identified and categorized according to the role and power they have during the project.  The project manager must manage the influence of the various stakeholders in relation to the project requirements to ensure a successful outcome. It is very helpful for any further contact with stakeholders whether to keep in with some of the stakeholders because they are important to the project or don’t care about them that much because their actions don’t have much impact on the project. | |
| Aim of work package:   * Identification of stakeholders * Classification of stakeholders in categories like risk potential and influence and power of stakeholder * Overview of stakeholders and their role in the project * Definition of strategies to handle stakeholders in favor of the project | |
| Predecessor:  Project charter | Successor:  Risk analysis |
| Duration:  8 days | Effort in man days (MD):  16 MD |
| Responsible person(s):  Project manager and project assistant | |
| Additional information:  Stakeholders are persons or organizations who are actively involved in the project or whose interests may be positively or negatively affected by the performance or completion of the project | |