|  |  |
| --- | --- |
| Date: |  |

Make a copy of this worksheet for each stakeholder/stakeholder group in your project.

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| --- | --- | --- |
| Stakeholder: | Ref. No.: | Date: |

|  |  |
| --- | --- |
| Why are you engaging this stakeholder? |  |

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Power  (rate the control or resources this stakeholder can use to promote or oppose the project objectives) |  | High | Medium | Low or None |  | OVERALL SCORE (tick one) | |
| Economic assets |  |  |  | High/Med | Low/No |
| Authority |  |  |  | ( P ) |  |
| Ability to coerce/force |  |  |  |  | |
| Prestige/status |  |  |  |
| Social ties/connections |  |  |  |
| Info/communication control |  |  |  |
| Knowledge and skills |  |  |  |

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Interests  (rate the net gains or losses for the stakeholder arising from the project) | Potential gains for stakeholder: | |  | | | | |
| Potential losses for stakeholder: | |  | | | | |
|  | | | | | | |
| High Net Gains or Losses | Medium Net Gains or Losses | | Low or Neutral |  | OVERALL SCORE (tick one) | |
| ++ or -- | + or - | | 0 | High/Med | Low/No |
| ( I ) |  |

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Legitimacy  (rate the degree to which other parties recognise the three Rs of the stakeholder) |  | High | Medium | Low or None |  | OVERALL SCORE (tick one) | |
| Rights |  |  |  | High/Med | Low/No |
| Responsibilities |  |  |  | ( L ) |  |
| Resolve |  |  |  |  | |

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| CLIP Descriptor and Engagement Type  (circle CLIP code for the stakeholder, based on overall score for each category [e.g. PL]) | PIL  Dominant | PI  Forceful | PL  Influential | P  Dormant | L  Concerned | IL  Vulnerable | I  Marginal |
| Suggested engagement types (circle all appropriate) | | | | | | |
| Involve  Collaborate  Empower | Inform  Consult  Involve | Consult  Involve  Collaborate | Inform  Consult | Involve  Collaborate  Empower | Collaborate  Empower | Collaborate  Empower |