LAB SESSION 2

Stakeholders & Process Models …

HOW TO IDENTIFY STAKEHOLDERS

1. Who is affected positively and negatively by the project?

The passengers and customers of the airline would have a convenient source to track up their flights making their travel a lot easier and clearer.

It might be useful for some mischief makers to stalk private jets so as to cause troubles to people like the one that happened with Elon Musk.

2. Who has the power to make it succeed (or fail)?

The customers would decide the success or the failure of the project.

3. Who makes the decisions about money?

The decision-making power is with our team and the investors.

4. Who are the suppliers?

Aviation APIs would supply us the information that would be displayed to the users.

5. Who are the end users?

The customers

Companies

6. Who has influence over other stakeholders?

-

7. Who could solve potential problems with the project?

Our team

8. Who is in charge of assigning or procuring resources or facilities?

Our team lead

9. Who has specialist skills which are crucial to the project?

Our entire team is skillful enough to carry forward different parts of the project.

EXAMPLE OF STAKEHOLDER

Stakeholder Register

Project Name:				
Prepared by:				
Date:				

Project Stakeholder Name	Specific Information Needs *Types & Frequency of Communication*	Project Interests *Specific Areas of Interest and Participation*	Impact on Project *Positive, Negative, Influencer, Supporter, Roadblock*	Role *Decision Maker, Collaborator, Participant, Consultant, Information Recipient*
Thomas Reynaert, Managing Director, Airlines for Europe (A4E)	—	—	positive	collaborator
Montserrat Barriga, Director General, European Regions Airline Association (ERA)	—	—	influencer	Decision maker
Julie Lassaigne, Secretary General, European Travel Retail Confederation (ETRC)	—	—	supporter	Consultant
Eduardo Santander, Executive Director, European Travel Commission	—	—	positive	Participant

COMPARISON – AGILE AND HEAVY WEIGHT METHODOLOGIES

	Agile Methods	Heavy Methods
Approach	Adaptive	Predictive
Success Measurement	Business Value	Conformation to plan
Project size	Small	Large
Management Style	Decentralized	Autocratic
Perspective to Change	Change Adaptability	Change Sustainability
Culture	Leadership-Collaboration	Command-Control
Documentation	Low	Heavy
Emphasis	People-Oriented	Process-Oriented
Cycles	Numerous	Limited
Domain	Unpredictable/Exploratory	Predictable
Upfront Planning	Minimal	Comprehensive
Return on Investment	Early in Project	End of Project
Team Size	Small/Creative	Large