**Part 1**

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Name | Resources | Guidance | Network | Dependence | Their Power | Your Power | Total Power |
| Client | 10 | 6 | 7 | 23 | 70 | 30 | -40 |
| Sponsor | 10 | 8 | 10 | 28 | 90 | 30 | -60 |
| Lead Faculty | 7 | 8 | 6 | 21 | 60 | 70 | 10 |
| Board Members | 5 | 10 | 2 | 17 | 60 | 30 | -30 |
| Team Members | 7 | 6 | 3 | 16 | 100 | 100 | 0 |
| Hotel Managers | 7 | 9 | 10 | 26 | 80 | 40 | -40 |
| Bank Testers | 5 | 9 | 10 | 24 | 60 | 50 | -10 |
| Audience | 0 | 0 | 3 | 3 | 0 | 100 | 100 |

**Part 2**

|  |  |  |
| --- | --- | --- |
| Dependence on Stakeholder | **Accommodate**  Client (23, -40)  Sponsor (28, -60)  Bank Testers (24, -10)  Hotel Managers (26, -40)  Board Members (17, -30)  *Team Members (16, 0)* | **Work With**  Lead Faculty (21, 10)  *Team Members (16, 0)* |
| **Work Around** | **Ignore**  Audience (3, 100) |
|  | Power Relative to StakeHolder | |

**Part 3**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Name | Interest | Agreement | Support | Agreement Total | Integrity | Trust | Influence | RelationshipQuality |
| Client | 10 | 10 | 8 | 28 | 50 | 85 | 90 | 225 |
| Sponsor | 10 | 10 | 10 | 30 | 50 | 55 | 100 | 205 |
| Lead Faculty | 4 | 4 | 7 | 15 | 70 | 90 | 60 | 220 |
| Board Members | 3 | 5 | 2 | 10 | 100 | 90 | 50 | 240 |
| Team Members | 9 | 10 | 10 | 29 | 60 | 85 | 100 | 245 |
| Hotel Managers | 6 | 5 | 6 | 18 | 40 | 30 | 35 | 105 |
| Bank Testers | 8 | 8 | 5 | 21 | 40 | 40 | 35 | 115 |
| Audience | 2 | 3 | 2 | 7 | 80 | 15 | 10 | 105 |

**Part 4 Supporting Levels**

|  |  |  |
| --- | --- | --- |
| 30  Agreement 15  0 | Bank Testers (21,115)  Hotel Managers(18,105) | Client(28,225)  Team Members(29,245)  Sponsor(30,205) |
| Audience (7,105) –Fence Sitter | Lead Faculty(15,220)  Board Members(10,240) |
| 0 150 300  Quality of Relationship | |