Stakeholders and beneficiary bodies. Share of profit and losses

- **Stakeholders : -**

➢ How to Conduct a Stakeholder Analysis

There are two steps to follow in Stakeholder Analysis. First, identify who our stakeholders are. Next, work out their power, influence and interest, so that we know who we should focus on. Finally, develop a good understanding of the most important stakeholders, so that we know how they are likely to respond, and how we can win their support.

When we've completed our analysis, we can move on to use stakeholder management to work out how we'll communicate with each stakeholder.

Let's explore the three steps of Stakeholder Analysis in more detail:

	Organization	Role	Interest	Influence	Unique facts	Expectations	Ways to manage expectations
Dean	A4IT	Sponsor	High	High	Very demanding, wants to know all details	Must be done within budget and time he proposed	Frequent update and engage in the Important decision
Tracy	CP 2.O	Steering committee	Medium	High	Interested in data, not details	Every single penny will be tracked down	Detailed accounting practices
George	Help You	System user	High	Low	Does not make much noise	Things will be better	Participation in all brain storming activities
Tracy	We Have	Steering committee	Medium	High	Driving many initiatives right now	Won't be disturbed too much	Frequent update and engage in the Important decision

Identify stakeholders -

Suppose you're meeting with a group of managers and staff members to determine who your key stakeholders are. It's an important task, because with limited resources, your organization or unit can't do everything for everyone.

The table below identifies some of the people who might be stakeholders in our project :

Our Head/Boss	Shareholders	Government
Senior executives	Alliance partners	Trades associations
Our co-workers	Suppliers	The press
Our team	Lenders	Interest Group
Customers	Analysts	The Public
Prospective customers	Future recruits	The community
Our family	Key contributors	Key advisors

- **Prioritize Your Stakeholders –**

We may now have a list of people and organizations that are affected by our work. Some of these may have the power either to block that work or to advance it. Some may be interested in what you are doing, while others may not care, so we need to work out who we need to prioritize .

The position that you allocate to a stakeholder on the grid shows you the actions you need to take with them:

- ✓ High power, highly interested people (Manage Closely): We must fully engage these people, and make the greatest efforts to satisfy them.

- ✓ High power, less interested people (Keep Satisfied): Put enough work in with these people to keep them satisfied, but not so much that they become bored with our message.

- ✓ Low power, highly interested people (Keep Informed): Adequately inform these people, and talk to them to ensure that no major issues are arising. People in this category can often be very helpful with the detail of our project.

- ✓ Low power, less interested people (Monitor): Again, monitor these people, but don't bore them with excessive communication.

Our boss, for example, likely has high power and influence over our projects and high interest in them. Our family, however, may have high interest in them, but won't have power over them.

- ❖ **Beneficiary bodies : -**

To create an enabling situation for Bangladesh leather industry to remain competitive and compliant in the current global market, it need to ensure a series of strategic interventions. By attracting domestic and foreign direct investment in the form of joint ventures and technical collaboration, linkages and collaboration with major global value chain actors should be established. Through increasing productivity, maximize value addition to local raw material resources with upgraded technical expertise in an environmentally sustainable and export compliant manner.

The main benefit of the leather industry of Bangladesh is the ample supply of raw materials. The availability of raw materials is the biggest strength of the sector. As Bangladesh's RMG is going ahead smoothly, so leather industries of Bangladesh will get a plus point in it. When RMG has brought up many leading brands in Bangladesh with their direct presence, they will be very happy to put their own orders of leather products in the same country Bangladesh from where

they are sourcing apparels. So the growth of textile and RMG sector is actively helping the growth of leather and allied industries like footwear and other leather goods industry.

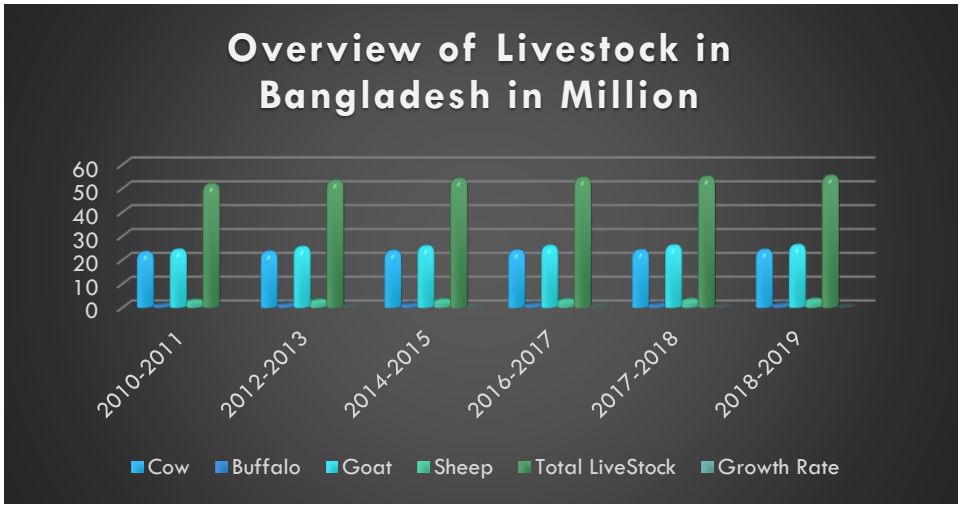
Some opportunities are highlighted here:

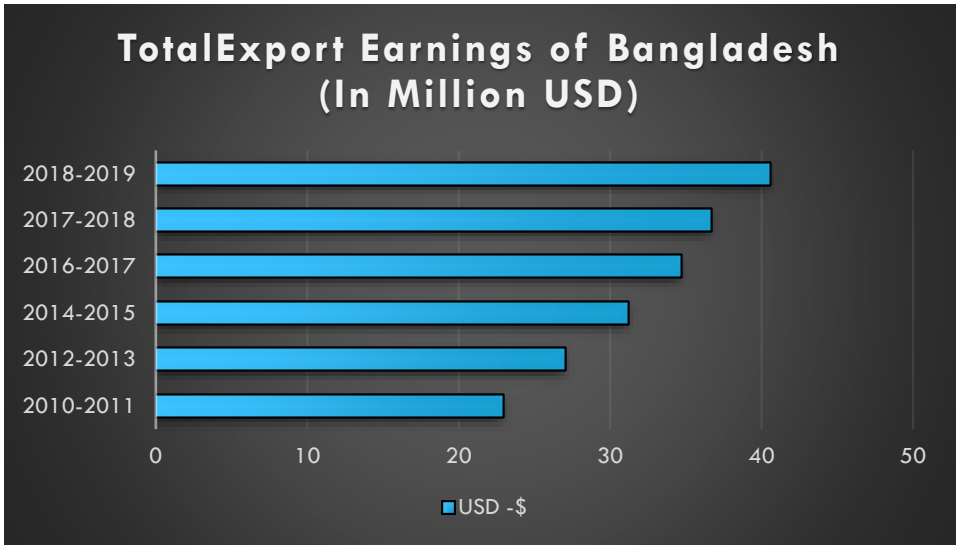
- Huge untapped international market, as well as the domestic market
- Increasing global demand for value-added, diversified products
- The scope of developing backward linkage business
- High-value addition potential
- Labor intensive; employment opportunities
- Local and Foreign Direct Investment opportunity in value-added leather products sector
- China is losing competitiveness
- Government policies toward leather exporters; GSP, Cash Incentive; etc.
- Increasing International and Local demands for value-added leather products
- International Fashion and sourcing houses in Bangladesh for RMG showing interest in leather products

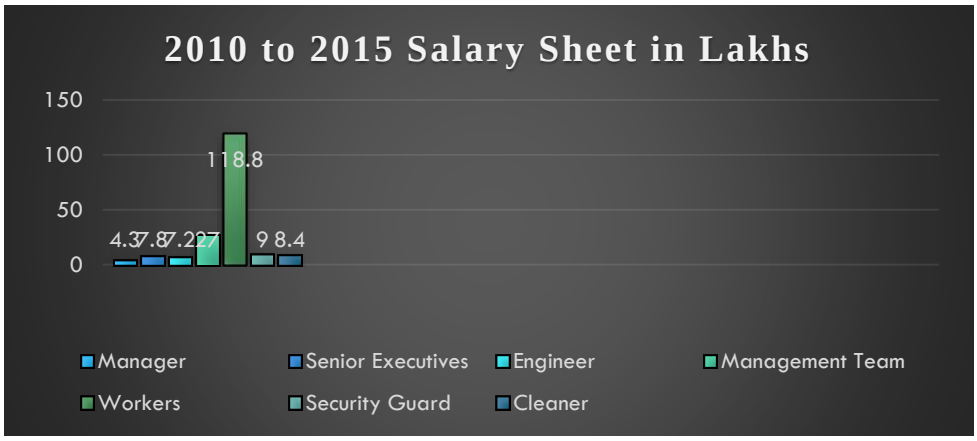
❖ **Share of profit and losses : -**

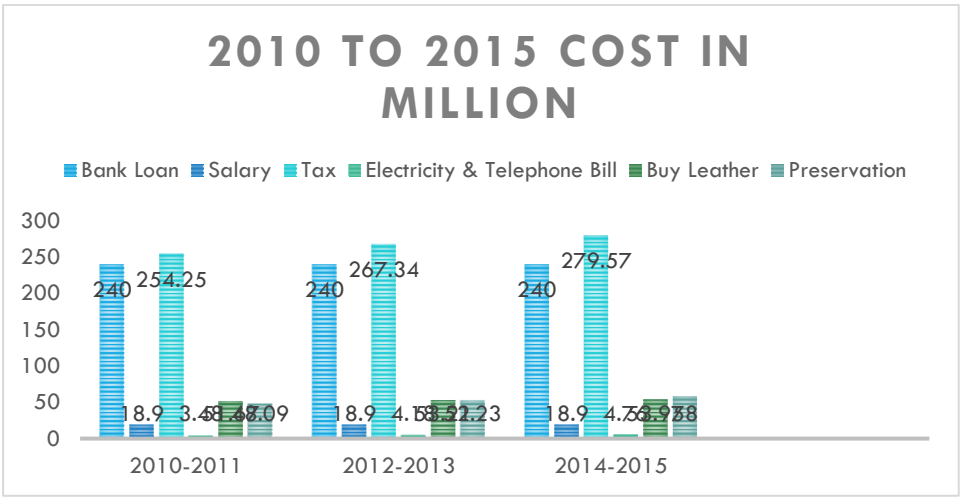
Our total funding 2108000000 tk (210crores and 80lakhs)

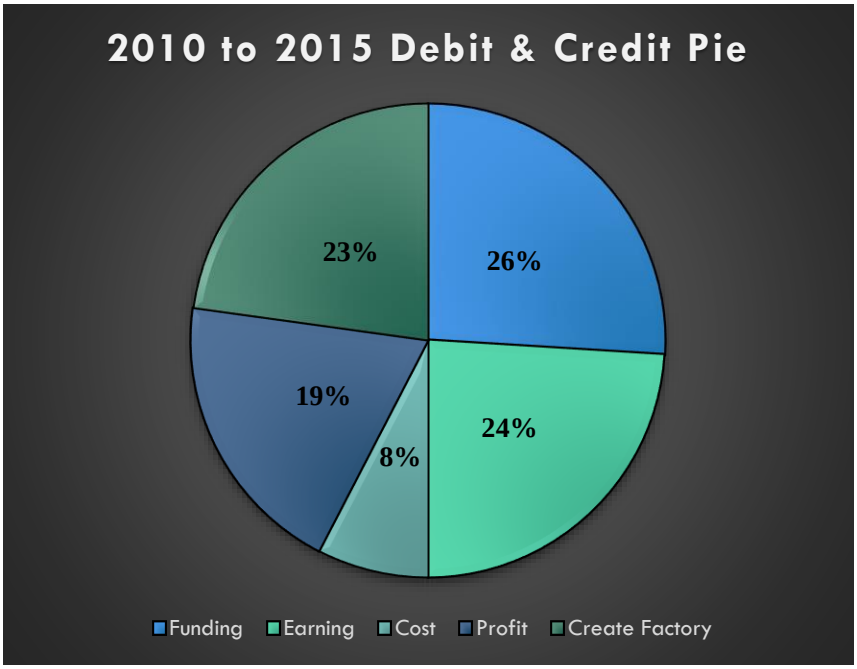
Or 24794928.40 $

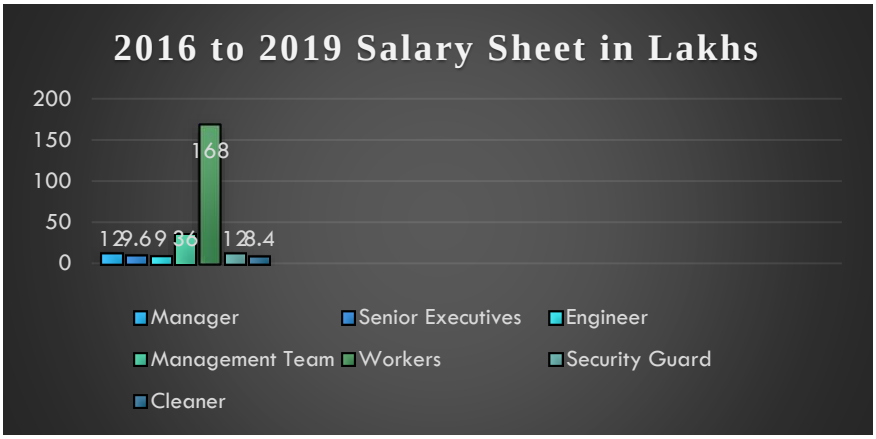


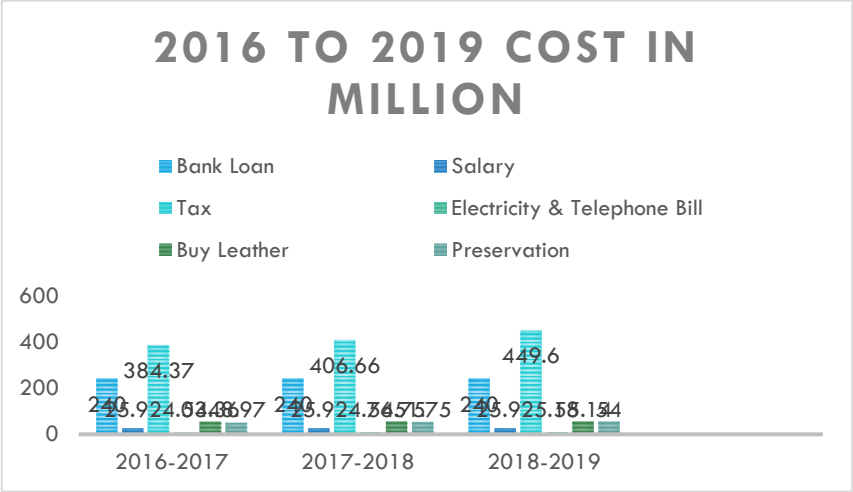

TotalExport Earnings of Bangladesh
(In Million USD)
2018-2019
2017-2018
2016-2017
2014-2015
2012-2013
2010-2011
0
10
20
30
40
50
USD -$

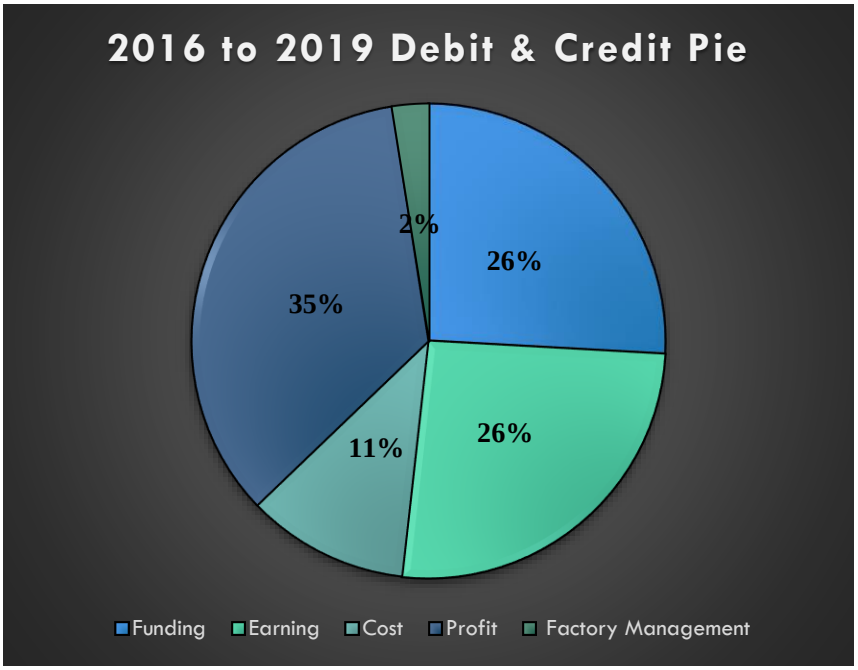

2010 to 2015 Salary Sheet in Lakhs
150
100
50
0
118.8
Manager
Senior Executives
Engineer
Management Team
Workers
Security Guard
Cleaner


2010 TO 2015 COST IN MILLION
Bank Loan
Salary
Tax
Electricity & Telephone Bill
Buy Leather
Preservation
300
250
200
150
100
50
0
240
254.25
18.9
240
267.34
18.9
240
279.57
18.9
2010-2011
2012-2013
2014-2015


2010 to 2015 Debit & Credit Pie
26%
24%
8%
19%
23%
Funding
Earning
Cost
Profit
Create Factory


2016 to 2019 Salary Sheet in Lakhs
200
150
100
50
0
168
Manager
Senior Executives
Engineer
Management Team
Workers
Security Guard
Cleaner


2016 TO 2019 COST IN MILLION
Bank Loan
Salary
Tax
Electricity & Telephone Bill
Buy Leather
Preservation
600
400
200
0
384.37
406.66
449.6
2016-2017
2017-2018
2018-2019



❖ **Reference : -**

The report has been prepared based on data collected from secondary sources and tertiary sources and have been cited where appropriate. It was not possible to rely on primary sources as obtaining data from this source requires a lot of trouble and selected authority permission. The secondary information came mainly from websites; Bangladesh Bureau of Statistics, Bangladesh Bank, Ministry of Finance and the Ministry of Industries of the Government of Bangladesh, the annual report of several tanneries, various book articles regarding the leather industry, various brochures published by the company.