STAKEHOLDER SPEED DATING

AI Leadership & Project Management Masterclass

Curtin University

2025-10-31

STAKEHOLDER SPEED DATING

Participant Workbook

Name: _____ Your Role: _____

EXERCISE OBJECTIVE

Understand the diverse perspectives, hidden concerns, and motivations of AI project stakeholders. Learn to identify and manage competing interests effectively.

YOUR TASK

You will have **5-minute conversations** with different stakeholders involved in an AI project. Stay in character using your role card as a guide.

During each conversation: - Listen for both stated concerns AND hidden motivations - Ask questions to understand their perspective - Take notes on what you learn - Think about how to address their concerns

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Stakeholder You Met	Their Main Stated Concern	Their Hidden Motivation (What They Really Care About)	How You Might Address This

CONVERSATION NOTES

Stakeholder You Met	Their Main Stated Concern	Their Hidden Motivation (What They Really Care About)	How You Might Address This
1.			
2.			
3.			
4.			
5.			

REFLECTION QUESTIONS (Complete after all conversations - 10 minutes)

1. Which stakeholder concern surprised you most? Why?

2. Which stakeholder would likely be your biggest ally in this project? Why?

3. Which stakeholder would likely be your biggest obstacle? Why?

4. What patterns did you notice across different stakeholders?

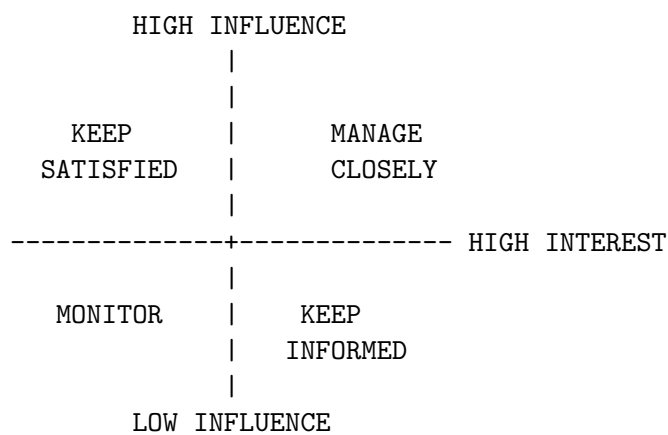**5. What's your strategy for managing these competing interests?**

GROUP DISCUSSION ACTIVITY (15 minutes)

Work with your table group to complete the stakeholder mapping exercise:

Stakeholder Influence vs. Interest Matrix

Plot each stakeholder on this matrix:

```
        HIGH INFLUENCE
              |
              |
   KEEP       |      MANAGE
  SATISFIED   |      CLOSELY
              |
-------------+-------------- HIGH INTEREST
              |
   MONITOR    |     KEEP
              |    INFORMED
              |
        LOW INFLUENCE
```

For each stakeholder, determine:

Stakeholder	Influence Level (H/M/L)	Interest Level (H/M/L)	Quadrant	Engagement Strategy
Data Scientist				
Operations Manager				
End User				
IT Security				
Finance/CFO				
Executive Sponsor				

KEY INSIGHTS TO TAKE AWAY

Communication Strategy:

- Which stakeholders need detailed technical information?
- Which stakeholders need high-level business impact?
- Which stakeholders need reassurance vs. challenge?

Risk Mitigation:

- Which stakeholders could derail the project?
- What are their triggers?
- How can you proactively address concerns?

Coalition Building:

- Which stakeholders should you engage first?
- Who can influence other stakeholders?
- What alliances would be most powerful?

APPLY TO YOUR CONTEXT

Think about a real AI project (current or upcoming) in your organisation:

Who are your key stakeholders?

Which of today's role patterns match your real stakeholders?

What will you do differently in stakeholder engagement based on today's exercise?