

## Stakeholder

- Individuals who are involved in the project
- Positive or negative impact
- Strong or weak influence
- Most important: Key Stakeholder



## Stakeholder Management

- Identify people, groups, or organizations that could impact or be impacted by the project
- Analyze stakeholder expectation and their impact on the project
- Develop appropriate strategies for efficiently engaging stakeholders in project decisions and execution



# Stakeholder Management



## Identify Stakeholders

- To satisfy the stakeholders expectation
- To avoid derailing of the project



## Identify Stakeholders - Inputs

- Project Charter
- Business Documents
- Project Management Plan
- Project Documents
- Agreements
- Enterprise Environmental Factors
- Organizational Process Assets

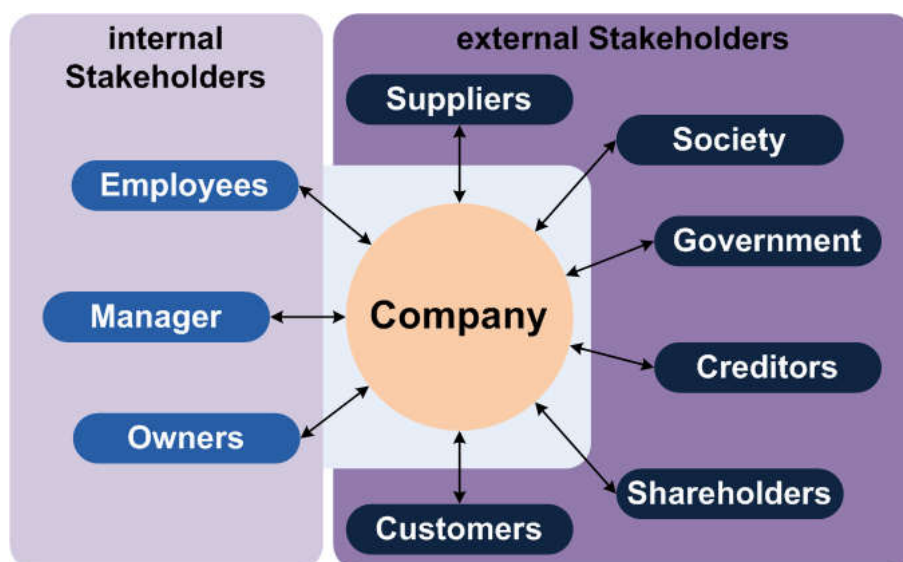
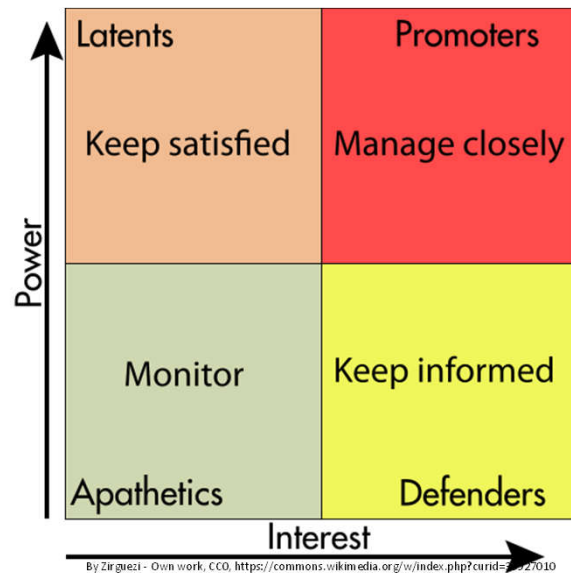


## Identify Stakeholders - Tools

- Expert Judgment
- Data Gathering
- Data Analysis
- Data Representation
- Meetings

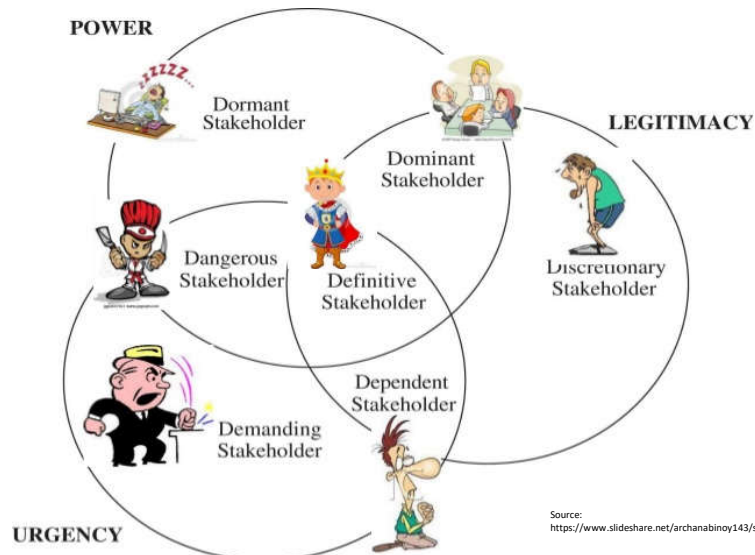


# Stakeholders Analysis



Source: <https://www.slideshare.net/DrJosephEricMassey/internal-external-stakeholders>

# Stakeholder Salience Model



## Identify Stakeholders – Outputs

- Stakeholder Register
- Change Requests
- Project Management Plan updates
- Project Documents updates



## Plan Stakeholder Engagement - Inputs

- Project Charter
- Project Management Plan
- Project Documents
- Agreements
- Enterprise Environmental Factors
- Organizational Process Assets



## Plan Stakeholder Engagement - Tools

- Expert Judgment
- Data Gathering
- Data Analysis
- Decision Making
- Data Representation
- Meetings



## Stakeholder Engagement Assessment Matrix

Stakeholder	Unaware	Resistant	Neutral	Supportive	Leading
Stakeholder 1	Current			Desired	
Stakeholder 2			Current	Desired	
Stakeholder 3				Current Desired	

Source: PMBOK6

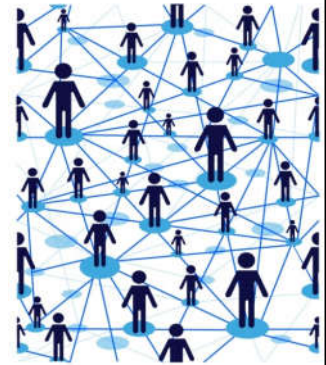
## Plan Stakeholder Engagement– Outputs

- Stakeholder Engagement Plan



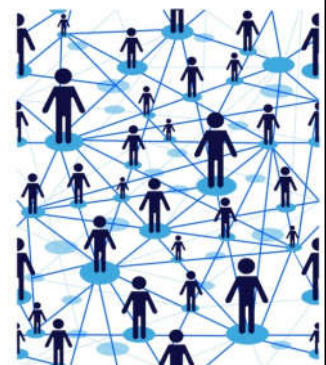
## Manage Stakeholder Engagement - Inputs

- Project Management Plan
- Project Documents
- Enterprise Environmental Factors
- Organizational Process Assets



## Manage Stakeholder Engagement - Tools

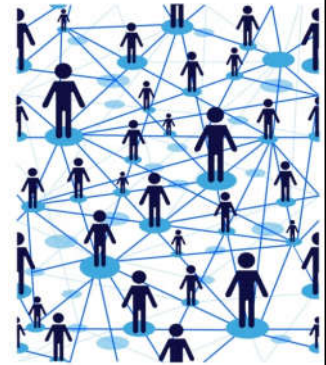
- Expert Judgment
- Communication Skills
- Interpersonal and Team Skills
- Ground Rules
- Meetings





## Manage Stakeholder Engagement— Outputs

- Stakeholder Register
- Change Requests
- Project Management Plan updates
- Project Documents updates



## Monitor Stakeholder Engagement - Inputs

- Project Management Plan
- Project Documents
- Work Performance Data
- Enterprise Environmental Factors
- Organizational Process Assets



## Monitor Stakeholder Engagement - Tools

- Data Analysis
- Decision Making
- Data Representation
- Communication Skills
- Interpersonal and Team Skills
- Meetings



## Monitor Stakeholder Engagement—Outputs

- Work Performance Information
- Change Requests
- Project Management Plan updates
- Project Documents updates

