| Stakeholder  | Unaware | Resistant | Neutral | Supportive | Leading |
|--|---------|-----------|---------|------------|---------|
| 1  |         | С         |         | D          |         |
| 2  | С       |           |         | D          |         |
| 3  |         |           | С       |            | D       |
| 4  |         |           |         | C, D       |         |
| C = Current Engagement Level<br>D = Desired Engagement Level |         |           |         |            |         |