

WORKSHEET: INVEST IN YOUR STAKEHOLDER RELATIONSHIPS

WHO ARE YOUR STAKEHOLDERS?

Consider your stakeholders. Stakeholders can be members of the business team(s) from which you elicit and validate requirements or the implementation team(s) that are on the receiving end of your requirements. Identify the stakeholder's department, the relative strength or weakness of the relationship, and the importance of the stakeholder to your current and/or future project work.

Stakeholder	Department	Strength of Relationship	Importance to Current / Future Project Work

SELECT 2-3 STAKEHOLDER RELATIONSHIPS TO STRENGTHEN

As you look through the above list, where would you and your organization stand to gain the most from a stronger professional relationship? Identify 2-3 individuals where a strong relationship might mean better career opportunities or more successful project work.

Then consider what you can do to strengthen the relationship. This can be as simple as stopping by their office for a 5 minute chat this week or inviting them to coffee. If you've not typically worked with a specific stakeholder, it's probably advisable to wait until the relationship solidifies to make a big move like inviting them to play golf.

Stakeholder	What can be gained	What one activity can I do this week?

KEEP INVESTING – EACH WEEK

Each week find a new activity you can do to build your relationships with these key stakeholders. Revisit your stakeholder list at least once per month to identify new stakeholders who have emerged and with whom your relationship may need to be strengthened.

Keep iterating through this process until it's become a habit instead of a chore.