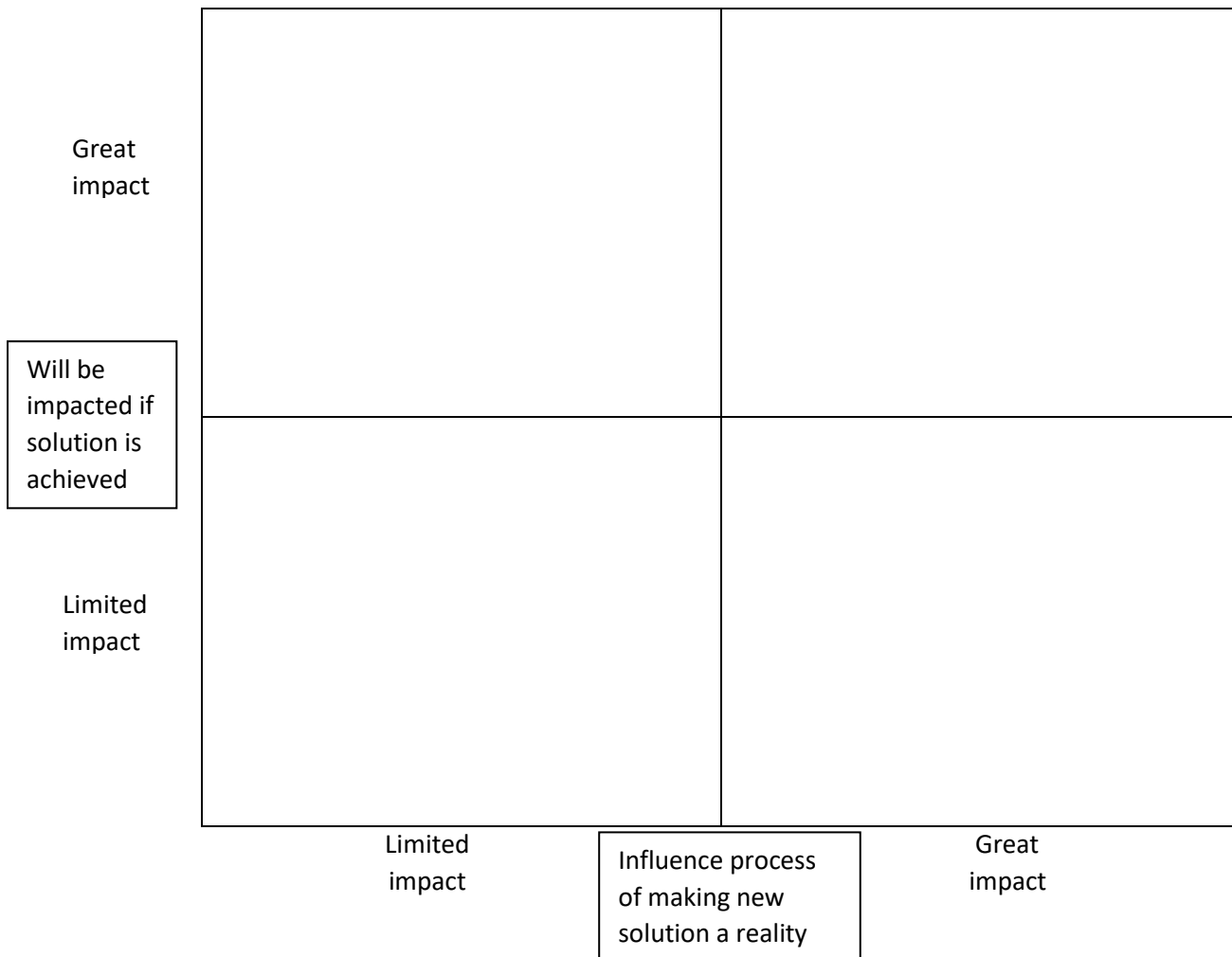




Module No 3 “STAKEHOLDERS”



Stakeholders are people and/or organizations (can be public organizations or private companies) that will either be:

- a) impacted by the new solution (can use it directly (user) or it will benefit in some way from it); or
- b) can influence the process of making the solution become a reality (can support with money, decisions (e.g. politicians), technical assistance etc).

- Each participant writes down as many ideas for stakeholders of the new solution as he can/wants – one idea per post-it note (can also write directly into a mind map or padlet)
- Each participant, one at a time, selects one of his post-it note, reads it, explains the connection with the solution and places it in one of the four squares of the matrix. The group briefly discusses the location. It is important that all group members agree on the location. If other participants have come up with same stakeholder they place them on the same location. Participants go in circle reading out what they have come up with until finished.
- Sometimes, new ideas for stakeholders are generated during the discussion, add them in the matrix.
- In case of disagreement within the group on where to locate a stakeholder, please ask to speak by raising your hand.