

## GETTING THINGS DONE

## Influences stakeholders to achieve desired change

**Influencing stakeholders**

Getting to know your stakeholders.

Choose one of your major stakeholders. They may be inside or outside the University.

How well do you know them? If you can't answer these questions, at least with a good guess, you may find it difficult to influence your stakeholders.

## ACTIVITY



Name of Stakeholder

How does their work impact on your work?

How does your work impact on them?

What is their Context?

What are their Needs?

What are their Values?

What are their Preferences?

What are their Goals and Motivations?

Is there anything else you know about them that might be relevant?

This is an interesting exercise to do in relation to your own manager who is always one of your most important stakeholders. How do you currently take into account your knowledge and understanding of this stakeholder in your work with them? What else could you do?



Complete the Reflection sheet