

Appendix 1

Stakeholder Analysis

We identified stakeholders by asking:

- Who is affected by what we are doing?
- Who has to use or live with the output (internal customers, the team)?
- From whom do we need goods/services/information (suppliers)?
- Who can help us drive through the project (management, sponsors, the team)?

To effectively map stakeholders we considered:

- Level of support versus level of influence
- Who can help/hinder
- Who can benefit/be adversely affected

