## **Understanding stakeholders (stakeholder analysis)**

| Stakeholder                           | Role (Related to project) | Involvement   | Impact   | Power or<br>Influence<br>(H/M/L) | Interest<br>(H/M/L) | Engagement  |
|---------------------------------------|---------------------------|---|--|----------------------------------|---------------------|---|
| Director of<br>Product                | Project sponsor           | Makes high-level decisions;<br>serves as team resource                                  | Wants the project to succeed.<br>No resistance.  | Н                                | Μ                   | Communicate regularly, but<br>not daily. Ask questions and<br>give updates. |
| Landscape<br>Designer/Web<br>Designer | Project team<br>member    | Knowledge of website design<br>and plants; strong<br>relationships with OG<br>employees | Invested in the project as a team member. Possible resistance if Landscape Designer role is affected.              | Н                                | Н                   | Communicate daily as project team member                                    |
| Existing Clients<br>and Employees     | Office Green<br>customer  | Can give feedback on the customer experience  | Some highly interested; others<br>less so. Resistance only if<br>Plant Pals affects main product<br>line.          | Μ                                | Μ                   | Communicate as needed to inform and get feedback.                           |
| Office Green's<br>Investors           | Secondary<br>stakeholder  | Financial support   | Little impact at present. Project<br>could affect their investment if<br>it affects Office Green's<br>performance. | Μ                                | L                   | Not directly involved. Keep<br>updated on progress and<br>performance.      |
| Office Green<br>Receptionist          | Office Green<br>employee  | Answers questions about the service after launch  | Little impact on their role. No resistance.  | L                                | L                   | Not directly involved, but<br>should be updated before<br>launch            |

## **Prioritizing stakeholders (power grid)**

