

INFLUENCING UP FOR LEAN TRANSFORMATION

STAKEHOLDER MAP



List the 3-5 people that you would like to influence regarding Lean implementation in your organization:

	Example	Stakeholder 1	Stakeholder 2	Stakeholder 3	Stakeholder 4	Stakeholder 5
NAME	Stacey Tanks					
ROLE	VP - Operations					
DISC TYPE (Driver, Influencer, Steady, Compliant)	Driver					
DECISION MAKER TYPE (Financial, Executive, User, Technical)	Financial					
STAKEHOLDER TYPE (High/Low Interest, High/Low Influence)	LI/HI					
BE A LEADER: Create CoS' for your efforts and track progress	1. Improve the relationship in the next 4 weeks. Establish 1 interaction per week. 2. Get her to consider approving LPS software purchase					
ENHANCE THE RELATIONSHIP (1-3 specific steps)	1. Seek for her advice on a specific topic 2. Find out more about her hobbies 3. Invite her to go on a jobsite walk to see the project's progress					
GAIN COOPERATION: clearly state your case in terms of your stakeholder's interests	1. Cost benefit analysis of the software vs current labor inefficiencies and delay risks to the project. 2. Be ready to answer any clarifying questions. 3. Have backup data					
BE A LEADER: Adapt, Continuous Learning	1. Conduct a Plus/Delta					