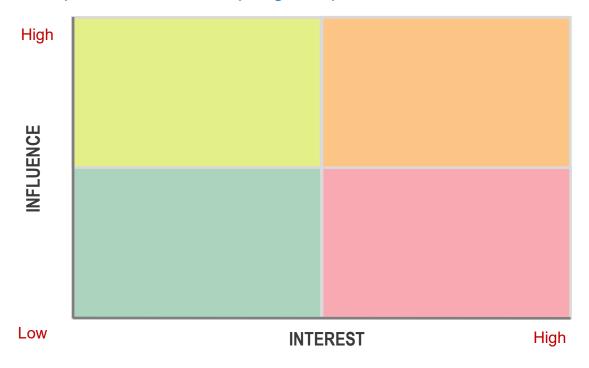
Identify - 2.2 Stakeholder analysis (grid map)



Consider the influence and interest of the stakeholders listed below and assign them to each of the groupings

indicated in the chart, Sleepers, Potential blockers, Preachers and Champions. Some stakeholders may fit	
between two groupings. Make sure to add any additional stakeholders from your organisation. This exercise	
can be done on a flip chart with input from the Energy team.	
Internal to the organisation	External to the organisation
internal to the organisation	External to the organisation

Management board

Finance

CEO

Human resources

Health and safety personnel

Transport drivers

General employees

Additional stakeholders

Additional stakeholders

Suppliers and contractors

Trade Unions

Energy suppliers

Local media

SEAL

Citizens/communities

NGOs

Additional stakeholders

Additional stakeholders