Stakeholder Analysis

Identify Decision Makers, Influencers, and their Issues

Date: _____

Author: _____

RFT: _____

Name / Position	Influence	KPIs (For individual)	Predispositions (Attitudes/Beliefs)	Personal (Hopes & Dreams)	Political	Business Style

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Name / Position	Influence	KPIs (For individual)	Predispositions (Attitudes/Beliefs)	Personal (Hopes & Dreams)	Political	Business Style

Overall Implications	

tendersuccess
WINNING MORE TENDERS - MORE OFTEN