



Lesson: Stakeholders Map & Relationships  
Activity: Define a stakeholders relationships  
**Activity: Stakeholders map matrix**

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Operational partners (Corporates, Clients, Others)						
Stakeholders name	Contact person	Impact (How does the project/product impact them?)	What is important to the stakeholder?	How can they contribute to your work?	How can the stakeholder block the project?	Strategy for engaging the stakeholder (Type of partnership)
Community partners (incubators, other CSOs, community initiatives, entrepreneurship networks, etc.)						
Stakeholders name	Contact person	Impact (How does the project/product impact them?)	What is important to the stakeholder?	How can they contribute to your work?	How can the stakeholder block the project?	Strategy for engaging the stakeholder (Type of partnership)



Institutional partners (ministries, local authorities, international institutions, schools, etc.)						
Stakeholders name	Contact person	Impact (How does the project/product impact them?)	What is important to the stakeholder?	How can they contribute to your work?	How can the stakeholder block the project?	Strategy for engaging the stakeholder(Type of partnership)
Financial partners (Donors, others)						
Stakeholders name	Contact person	Impact (How does the project/product impact them?)	What is important to the stakeholder?	How can they contribute to your work?	How can the stakeholder block the project?	Strategy for engaging the stakeholder(Type of partnership)
Other partners (Media, others)						
Stakeholders name	Contact person	Impact (How does the project/product impact them?)	What is important to the stakeholder?	How can they contribute to your work?	How can the stakeholder block the project?	Strategy for engaging the stakeholder(Type of partnership)