VERTIGO CODEX . DOWNLOADABLE . WORKSHEET

Stakeholder Map

Companion to "Organizational Awareness"

30 MINUTES

HOW TO USE THIS SHEET

1. Name one initiative, or use the sheet to look at your current relationships.
2. List the people and groups you need a productive relationship with to get it done, not the org chart.
3. For each: what they actually care about, and where they stand today.
4. Note how long they take to answer you. Response time is a quiet map of where you sit.
5. Write one next move per person: a conversation, a question, an ear to lend.

THE INITIATIVE

	Person or group a name, not a role	**What they care about** in their words	**Where they stand** for, against, unsure	**Response time** to you	**Next move** one, concrete
WHO 1					
WHO 2					
WHO 3					
WHO 4					
WHO 5					
WHO 6					
WHO 7					
WHO 8					