Stakeholder landscape map

People in adjacent teams
People and teams we work with as part of our delivery model

People in my discipline
People who work in my discipline

People across the business
People and teams outside our delivery model

People we're not engaging but should
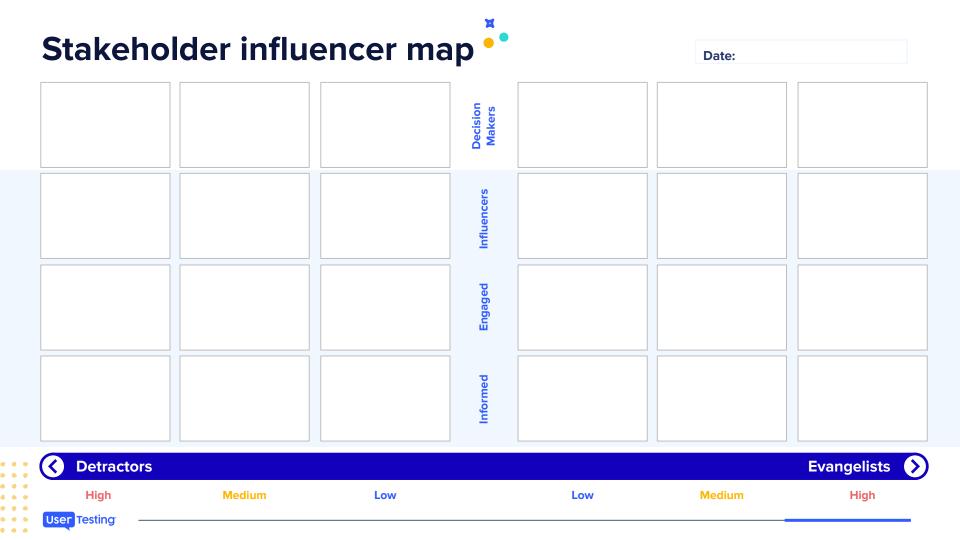Anyone we haven't already identified that we should have a relationship with

Leadership
C-suite / Board

External people
Suppliers / customers / prospective customers / others

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Stakeholder influencer map

Decision Makers

Influencers

Engaged

Informed

Detractors

Evangelists

High   Medium   Low   Low   Medium   High

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Team value map

1 WHO benefits from the value your team provides?

2 WHAT value does your team provide?

4 WHY does this generate value?

3 HOW are you providing value?

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