Stakeholder Worksheet

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| Your name | Your stakeholder’s name |
|  |  |
| Your role | Your stakeholder’s role |
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## See Them as Human

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| What personality traits have you observed?  Introvert / extrovert, Type A, enneagram number, aggressive / measured |  |
| What do you know about their personal life?  Family, spouse, kids, pets, living situation. |  |
| What do you know about their personal interests?  Hobbies, special interests, areas of study or expertise |  |
| What things do you have in common?  weather, hobbies / interests, life circumstances, books, movies |  |
| What shared experiences can you create?  Inviting them for coffee, upcoming trips or meetings |  |
| What motivates this person? What excites them? |  |