

# Stakeholder Worksheet

Your name	Your stakeholder's name
Your role	Your stakeholder's role

## See Them as Human

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