

Who are the most important
people in your life?

How do they fit with your
values and vision?

Stakeholder expectations 1: outside in view

Your most important people, what they expect of you, and how well you are meeting their expectations.

Work

Home

Community

Self

			Spirit
			Relaxation
			Physical
			Emotional

Stakeholder expectations 2: inside out view

What you expect of them and how well they are doing in meeting your expectations.

Work

Home

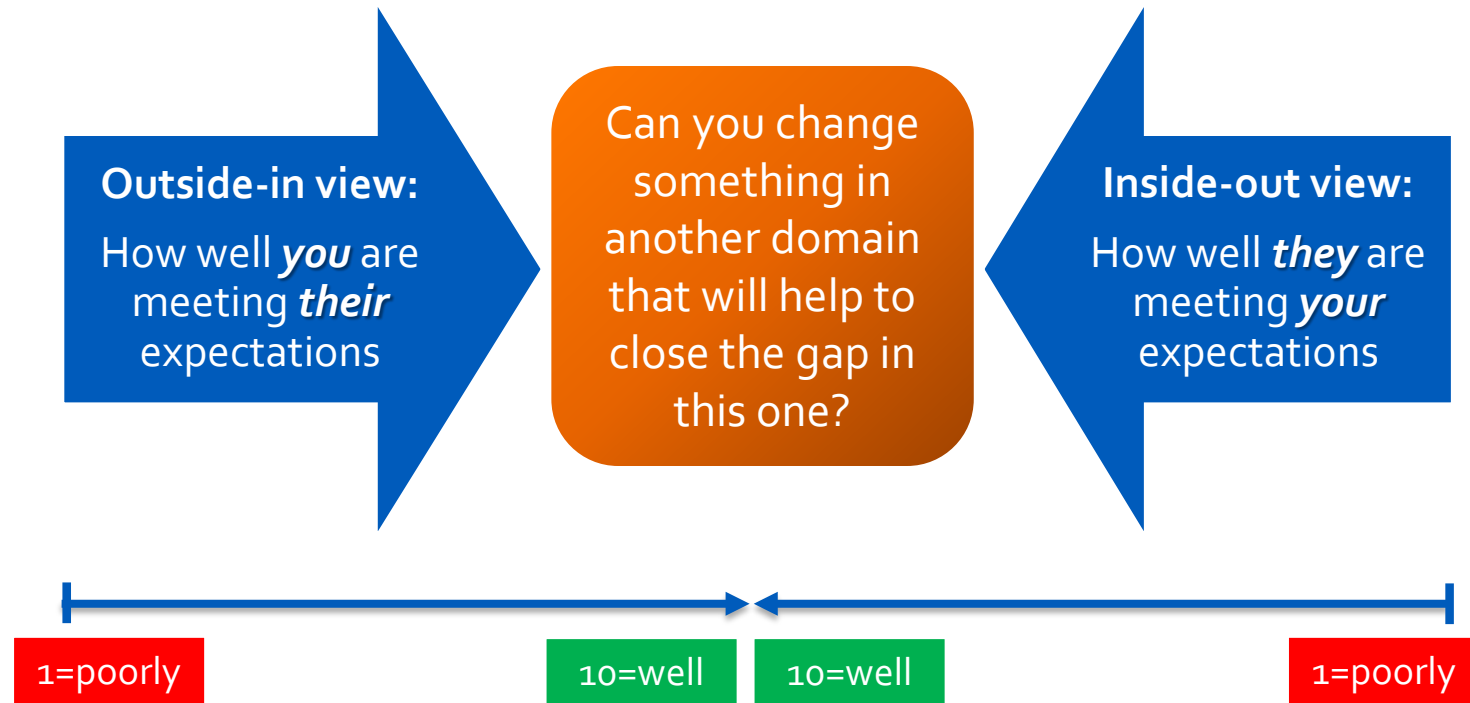
Community

Insights about stakeholder expectations

- What are the main things my stakeholders want from me?
- How are these expectations compatible with each other and where do they conflict?
- What are the main things you really want and need from your key stakeholders?
- In which domain are you doing best in meeting expectations?
- Where are you doing worst? Is the solution with you? Them?
- Which relationships would be easiest to change? Hardest?
- Which domains should you focus on first, given the value to you?

See your life as a system you can change.

Stakeholder performance gaps





Stakeholder dialogues: build trust and gain support for moving toward your vision.

