

STAKEHOLDER PROFILING



FOR THOSE SEEKING TO:

- Identify and gain access to the right stakeholders
- Reduce the risk of missed requirements due to overlooked stakeholders
- Eliminate wasted time in 'all-team' meetings
- Increase stakeholder buy-in and commitment to the requirements
- Plan and estimate stakeholder involvement in requirement activities
- Manage project resources

YOU WILL BE ABLE TO:

- Successfully identify the stakeholders that you need on your next project
- Brainstorm topics of expertise within scope
- Apply a script to conduct stakeholder interviews
- Plan requirements activities to align with resource availability
- Estimate level of stakeholder engagement
- Overcome challenges with stakeholders who are inexperienced, unavailable, bottlenecks, or simply uncooperative

ON DEMAND
COURSE

STAKEHOLDER PROFILING

\$48

**ENROLL
NOW!**

CURRICULUM

Introduction

- Course Roadmap

- Relationship Map Overview

Stakeholder Profiling Overview

Step 1 – Review Existing Business Models

- Meaning of Business Models
- What if models don't exist?

Step 2 – Brainstorm Topics of Expertise

- I-Need-Someone-Who-Knows
- Brainstorming Example
- The Assumption Trap

Step 3 – Name Potential Stakeholders

- Meaning of Potential

Step 4 – Survey Potential Stakeholders

- Build Your Stakeholder Survey
- Mastering the 20-Minute Interview
- 20-Minute Interview Tips
- Stakeholder Benefits

Step 5 – Compile and Analyze Surveys

Step 6 – Secure Stakeholder Resources

- Planning Requirement Activities
- Negotiating for Resources

Frequently Asked Questions

- When do I use stakeholder profiling?
- What if stakeholder overrates expertise?
- What if stakeholder underrates expertise?
- What if stakeholder declines my invites?
- What if stakeholder truly is too busy?
- How do I ask for more resources?
- How does this help me plan my work?
- Can you share an example?

DETAILS

Lessons	31 Lessons
Video Length	2 hours and 8 minutes
Quizzes	20 Quizzes
Downloads	3 Job Aids (\$23.85 value)
Language	English
Skill Level	All Levels
Includes	<ul style="list-style-type: none">• Lifetime Access• 30-day Money-Back Guarantee• Certificate of Completion

INSTRUCTOR



Roxanne Miller is the Requirements Super Freak and founder of Requirements Quest. Roxanne is a recognized expert in requirements management and business analysis practices. She is a Certified Business Analysis Professional, industry leader, keynote speaker, and author of *The Quest for Software Requirements*.

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