



### Stakeholder Analysis Worksheet

**Purpose** – to identify those groups or individuals that have a vested interest in your needs analysis, and to document the likely concerns, areas of interest, and support they might provide to complete the process. This might include individuals who:

- create healthcare goals for the community
- lead organizations where CHWs work
- lead the communities where CHW’s work
- contribute to the procurement, logistics, or quality of the supplies needed for CHWs to conduct their work
- can represent the interests of the patients seen by CHWs
- can represent CHWs supervisors
- can represent CHWs themselves

<b>Major stakeholder(s) or groups</b>	<b>Point of Contact</b>	<b>Their Stake</b>	<b>Support</b>
<i>Describe each major stakeholder or group of stakeholders</i>	<i>Who can represent the group on a Steering Committee?</i>	<i>Describe the values, interests, and likely expectations the stakeholder(s) might have in in addressing causes of poor performance, or in addressing identified needs to improve performance</i>	<i>Describe the likely support this stakeholder can provide – access to data, control over resources, public opinion leader, beneficiary of the performance, etc.</i>

**Tips:**

- Don’t worry about identifying *everyone* who might possibly be involved – a smaller group might be easier to manage, so long as the key groups are effectively represented on the Committee you should be fine
- One identified audience or contact may lead you to another—rely on those you engage to help you clarify who else should be included
- New stakeholders may emerge as you work through the needs analysis process—as they do, invite them to participate on the Steering Committee and catch them up on decisions and perspectives agreed upon thus far



## Provider Behavior Change Implementation Kit

- Be realistic about expectations for the analysis and let the group know the constraints they might face
- Include both those individuals who are likely to be champions of the process and those who might present the biggest roadblocks—better to have them close and their concerns clear right from the start