

Directions for use:

ASSESSING OUR STAKEHOLDER ORIENTATION



Who should be given this worksheet?

Any member of your team you'd like to have evaluate your stakeholder orientation and how you work with your stakeholders.

What to provide them with?

Your stakeholder map for reference.

What to do once complete?

- Add up the total score of each sheet
- Calculate your average score (add up the total of each sheet and divide by the number of worksheets completed)

Line 1: Total Number of Worksheets Completed _____

Line 2: Aggregate Total _____

Line 3: Average Score _____

Line 1 divided by Line 2 = Line 3

Considering Your Average Score:

40-32 You're doing great and your team believes you are very stakeholder oriented!

32-24 Consider which key stakeholder relationship needs the most attention and what you can do to improve these relationships.

24-16 Identify the 2 or 3 relationships that are in the most need of a refresh and reorientation within your strategy.

16-8 Gather your team and dive into some deep work on your the way your organization works with all of its stakeholders in all aspects of the organization.

Note: This assessment is designed to help you get a better idea about how your team feels about your Stakeholder Orientation strategy. It's just a guide to help you determine next steps for building a stronger Stakeholder Orientation model and is not intended for any other purposes.



ASSESSING OUR STAKEHOLDER ORIENTATION



Our organization has been assessing the way we work with our customers, suppliers, employees, environment, community, and investors. We would like to ask you to take a few minutes to give us some very valuable feedback as we assess our stakeholder orientation framework.

| | Strongly Agree | Agree | Neutral | Disagree | Strongly Disagree |
|---|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| | 5 | 4 | 3 | 2 | 1 |
| The company has a strong stakeholder orientation. | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| The company works hard to meet the needs and provide high value to its customers. | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| The company works hard to meet the needs and provide high value to its suppliers. | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| The company works hard to meet the needs and provide high value to its employees. | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| The company works hard to meet the needs and provide high value to its environment. | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| The company works hard to meet the needs and provide high value to its community. | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| The company works hard to meet the needs and provide high value to its investors. | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |
| The company works hard to meet the needs and provide high value to its investors. | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> | <input type="radio"/> |

For company use:

Total: /40

Are there specific stakeholders that you think we should be focusing more on? Please list.

What are the ways we could give more attention to these stakeholder relationships?