

Session: Stakeholder Mapping, SLI

Date: May 24, 2017

HANDOUT #3: Empathy Mapping Exercise (Flip Chart Paper, Post-It's or opposite side of sheet)

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Source: <http://www.designthinkinguk.com/empathy-mapping>

Matching Needs to Project Goals/ Outcomes	Response
1. Can you identify connections between your potential partner's needs and areas of strategic opportunity (strategic, pragmatic, financial, political, etc)?	
2. Can you identify ways your potential partner's expectations or needs can provide support to your overcoming barriers toward implementation (strategic, pragmatic, financial, political, etc)?	
3. Are there places where there are disconnects between your potential partner's expectations or needs and your project's requirements or expected outcomes?	
4. Do you believe following this exercise that this person is still a priority as a project partner?	
5. Do you believe following this exercise that you can recruit this person to come onboard with the project?	
<ul style="list-style-type: none">• If yes to #5- will getting this person on board require incentives? Please specify	