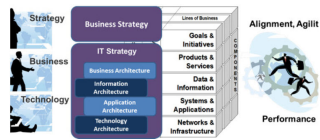


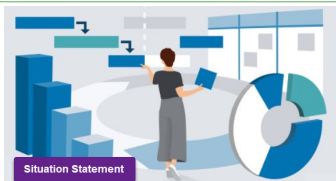


Elicitation results (unconfirmed/confirmed)

Enterprise Architecture



Enterprise and business architectures



Situation statement

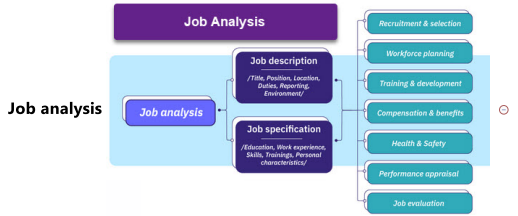
Name		Role	Location	Expectations	Influence	Interest	Phase 1	Phase 2	Phase 3	Internal	External
101	John	CEO	London	Increased revenue	High	High	Y	Y	Y	Y	Internal
102	Jane	Marketing	London	Increased marketing capability	Medium	Medium	Y	Y	Y	Y	Internal
103	David	Finance	London	Increased financial performance	High	High	Y	Y	Y	Y	Internal
104	Emily	Operations	London	Increased operational efficiency	Medium	Medium	Y	Y	Y	Y	Internal
105	Michael	Customer Service	London	Increased customer satisfaction	Medium	Medium	Y	Y	Y	Y	Internal
106	Robert	Supplier	London	Increased supply chain efficiency	Medium	Medium	Y	Y	Y	Y	External
107	Sarah	Regulator	London	Compliance with regulations	High	High	Y	Y	Y	Y	External
108	Thomas	Competitor	London	Market share growth	High	High	Y	Y	Y	Y	External

Stakeholder register

Inputs

5.2 - Conduct Stakeholder Analysis

T&T



Project tasks	Product Owner	Business Analyst	Financial Analyst	Design Director	Design Lead	CRM Lead	Head of CRM	System Administrator	AG/CC
1. Research									
Business model	C	C	A	T	L	C	T	C	R
Strategic framework	A	C	C	C	C	C	C	C	C
2. Define									
Product concept									
User testing									
User journey									
Design framework	C	C	T	T	A	L	C	C	C
Technology recommendations	C	A	A	T	T	C	L	C	C
Measurement framework	C	A	A	T	T	C	L	C	C
Product tracking	A	C	C	C	C	C	C	C	C

RACI model



Stakeholder maps

Name		Role	Location	Expectations	Influence	Interest	Phase 1	Phase 2	Phase 3	Internal	External
101	John	CEO	London	Increased revenue	High	High	Y	Y	Y	Y	Internal
102	Jane	Marketing	London	Increased marketing capability	Medium	Medium	Y	Y	Y	Y	Internal
103	David	Finance	London	Increased financial performance	High	High	Y	Y	Y	Y	Internal
104	Emily	Operations	London	Increased operational efficiency	Medium	Medium	Y	Y	Y	Y	Internal
105	Michael	Customer Service	London	Increased customer satisfaction	Medium	Medium	Y	Y	Y	Y	Internal
106	Robert	Supplier	London	Increased supply chain efficiency	Medium	Medium	Y	Y	Y	Y	External
107	Sarah	Regulator	London	Compliance with regulations	High	High	Y	Y	Y	Y	External
108	Thomas	Competitor	London	Market share growth	High	High	Y	Y	Y	Y	External

Updated stakeholder register

Updated

Outputs

Identify Stakeholders is the process of identifying the individuals, groups, or organizations that may impact, are impacted, or are perceived to be impacted by the area under assessment. The key benefit of this process is that it helps determine whose interests should be taken into account throughout the business analysis-related activities.