

STAKEHOLDER LEADERSHIP: BUILDING POWERFUL PARTNERSHIPS

STAKEHOLDER <i>(be specific)</i>	Cathryn <i>(Parent of Elementary student)</i>		
FUNDAMENTAL CARES <i>What really matters to this person?</i>	Child is academically competitive, emotionally intelligent, socially competent, talents and delays identified/addressed, Spending time with daughter Being a good citizen		
DEMANDS / TENSIONS <i>What are the specific demands/tensions that are pulling at them?</i>	Competitive Cost and Value amongst many options in the area Desire to be participate and support (volunteer, lectures, etc), yet no childcare or during workday Single Parent: not having back up when school events come up yet not wanting to sacrifice time with kid		
CONDITION THEY ARE IN <i>Where are they in the system? What is "life" like for them? What is their environment?</i>	"Customer" - Parent Financially able Single Mom who travels 50% of time and is a Business Owner = time with daughter precious		
WHY PARTNER? <i>What is value or the purpose of the partnership? Shared outcomes?</i>	Former board member, highly participative previously, known reputation for stakeholders feeling heard, finding strategic cultural solutions, successful business owner, ready to support; 4 more yrs		
EXPECTATIONS / AGREEMENTS <i>Proactive accountability starts with explicit promises and agreements</i>	Currently explicit agreements are being met; hypothesis there are implicit agreements that are not being met.		
CONVERSATIONS / ACTIONS NEEDED <i>Action – specific actions, people and times</i>	Conversation for Understanding to learn what had Cathryn back off from her participation in the school? Action: Reach out to Cathryn by 1 Nov to understand what happened and how we can rebuild partnership.		

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