
Sam's Club - Exit process stakeholder map 1. Setup 2. Cluster/Label 3. Draw arrows 4. Annotate arrows 5. Document insights, pain points 6. Quick readout ____ 1. Setup On a sticky, write a stakeholder and their role. Identify all the stakeholders. (One per sticky). On a separate sticky note, write the goals for each stakeholder and place them on the board. (Use a different color.) On a third sticky, write a "quote" that relates to the role and place it below the goal for each stakeholder. (Use a different color.) 2. Cluster Cluster stakeholders by roles and goals into similar groups. 3. Draw arrows Use different lines and arrows to note the current strength of the relationship. 4. Annotate arrows Annotate each of the arrows by briefly explaining why the relationship has its current strength. 5. Document insights, pain points As as group, use pink sticky notes to document any insights and pain points relevant to the subject area you are wanting to explore. Decide as a group on the top three insights. Write those next to your stakeholder map. 6. Quick readout Who are your main stakeholders? What are

tho kov rolationchine? What do our ucore



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PAIN POINT:

SOLVING SHRINK

COMPETITORS

too. If we can beat

Sam's Club..."