## Worksheet 6-2. Identifying your stakeholders

Consider the following questions as you complete the table of stakeholders (on the following page) for each category:

* Who is affected by the health system performance problem? Who is currently disadvantaged or benefitting from the status quo?
* Who is likely to be affected by the changes that would result from the implementation of your policy reform? Who will be affected positively or negatively?
* How will these benefits or losses be distributed across different groups or sub-groups?
* Who are the key actors making decisions about the performance problem or the policy reform to be implemented? Who has influence over them?
* Who will lead the reform’s implementation?
* Are there any civil society groups that might influence the perception of the issue, or the alignment of actors for or against your chosen solution?

In compiling your list of stakeholders, think of groups that are already mobilized around the performance problem, including groups that are affected directly by it, groups that will have a major role in deciding on whether and how the performance problem is addressed, and groups that would like to shape whether and how the problem is addressed. Experienced policymakers, political advisors and activists often have in their minds their own list of important stakeholders, with a good intuitive sense of each stakeholder’s position, level of power, and interest in an issue. Find someone you trust, and use them as a guide in the political analysis.

Your list of stakeholders should seek to be complete, but not so long that it is hard to manage. There is no “correct” number for your list of stakeholders. But the Health Reform Team (or a sub-team on political analysis) should discuss each potential stakeholder and come to a group judgment and decision about which groups to include in the stakeholder analysis.

The table on the next page is designed to help you create a preliminary list of stakeholders, your initial estimate of their position on the health reform, and how you might contact them.

### List of Stakeholders

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| **Stakeholder Category** | **Stakeholder** | **Estimated Position on Reform** | **How to Reach Them** |
| **Beneficiaries** |  |  |  |
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| **Interest Groups** |  |  |  |
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| **Bureaucracies** |  |  |  |
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| **Financial decision-makers** |  |  |  |
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| **Donors** |  |  |  |
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| **Political Leaders** |  |  |  |
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