



The Power/Interest Grid features four quadrants that will help you to broadly categorize your stakeholders. These include:

- **High Power, High Interest (Key Players):** Stakeholders in this quadrant have both significant power and a high level of interest in the software purchasing process. Engaging with these individuals and addressing their interests is crucial for building buy-in as they have the greatest need for the software, as well as the greatest influence over other stakeholder groups.
- **High Power, Low Interest (Keep Satisfied):** Stakeholders here might hold significant power but have a lower interest in the software implementation specifics. They should be kept informed, and their interests addressed to prevent potential negative influence.
- **Low Power, High Interest (Keep Informed):** Stakeholders in this quadrant have lower power and influence but a high level of interest in the software purchasing process. These stakeholders need to be kept adequately informed to secure their buy-in. Their insights and perspectives can be valuable to the process, even if they lack direct decision-making authority.
- **Low Power, Low Interest (Monitor):** Stakeholders in this quadrant might not significantly impact the project and might not require extensive engagement. However, it's essential to monitor their sentiments and involvement, as their opinions could change over time, and they also still have some degree of influence in the purchasing and subsequent implementation processes.

# The Power/Interest Grid Template

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**Use this Power/Interest Grid Template to broadly categorize your stakeholders.**

*For best results, please view and edit in Adobe Acrobat.*

