



Spot the odd one out – which one is NOT a stakeholder of a business?



Write the definitions here:

|  |  |
| --- | --- |
|  |  |
|  |  |

Internal stakeholders:

|  |  |  |
| --- | --- | --- |
|  | Who? | Interest in the business |
|  |  |  |
|  |  |  |
|  |  |  |

External stakeholders:

|  |  |  |
| --- | --- | --- |
|  | Who? | Interest in the business |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

Tesco PLC

Analysis of stakeholders - suppliers

**Who are they?**

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**Are they internal or external to the business?**

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|  |

**What power do they have?**

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**What interest do they have in the business?**

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**What influence do they have?**

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**Is the influence positive or negative?**

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**Do their objectives conflict with those of the Directors / Owners?**

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**Step 1**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Step 2**

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**Step 3**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

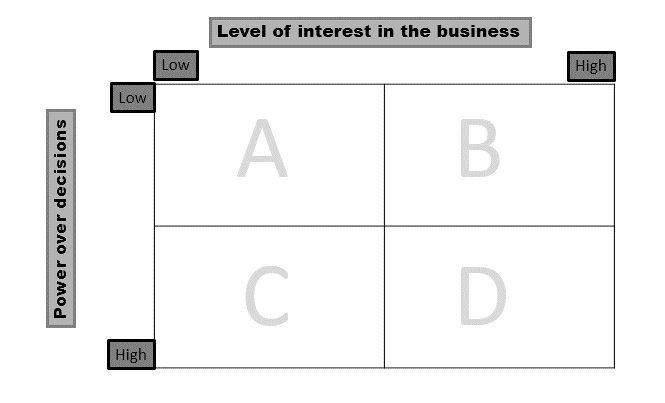
**Step 4**

**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Step 5**

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|  |  |  |

**Step 6 and 7**



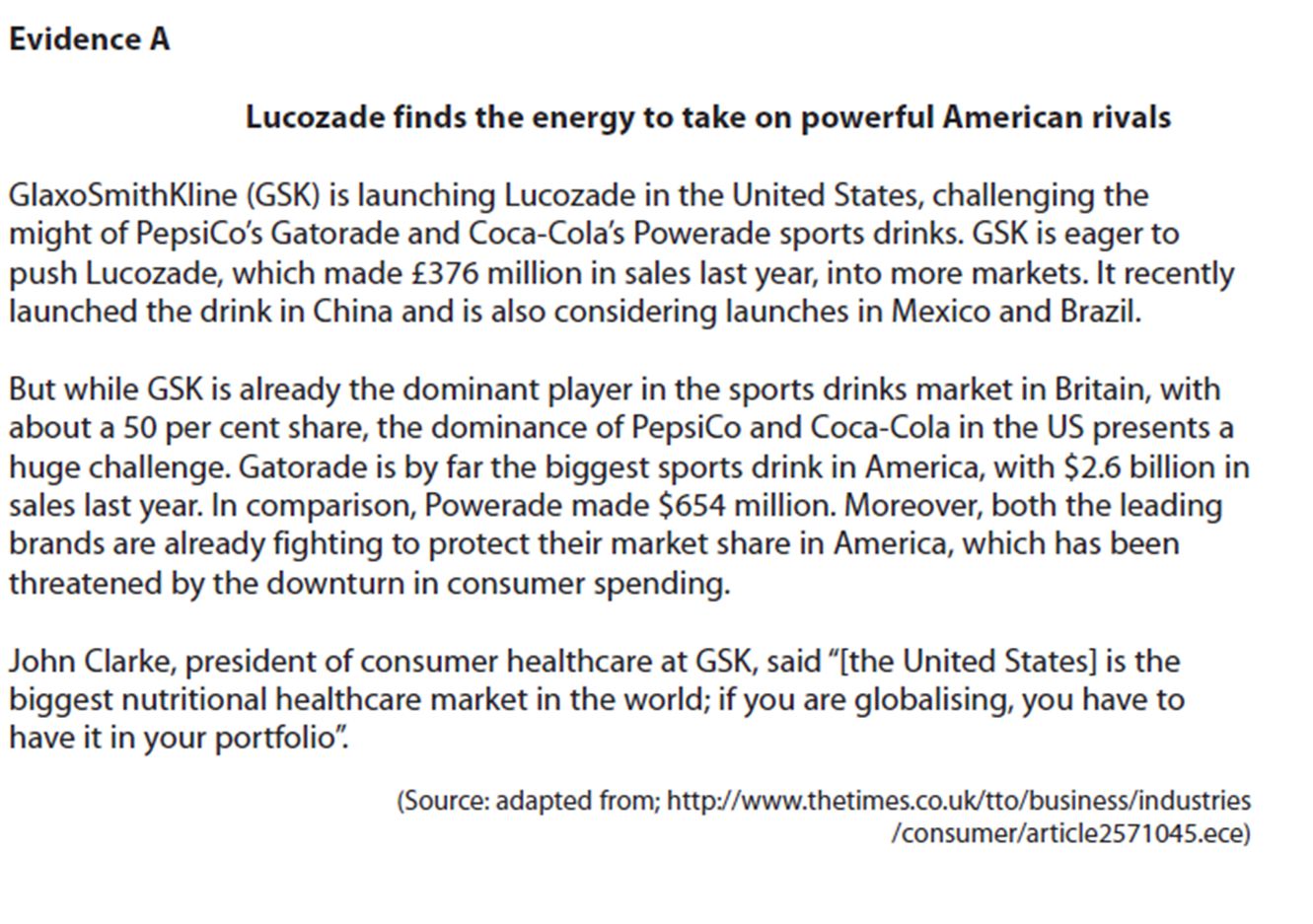
Stakeholder mapping – step 8

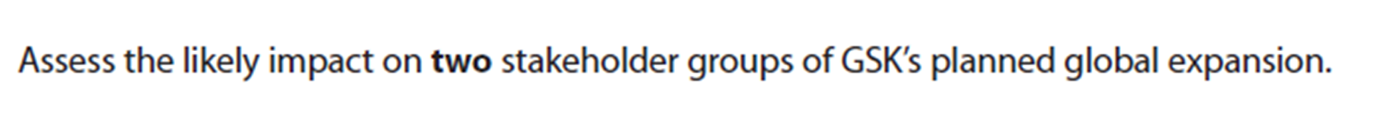
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|  |  |
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| A |  |
| B |  |
| C |  |
| D |  |

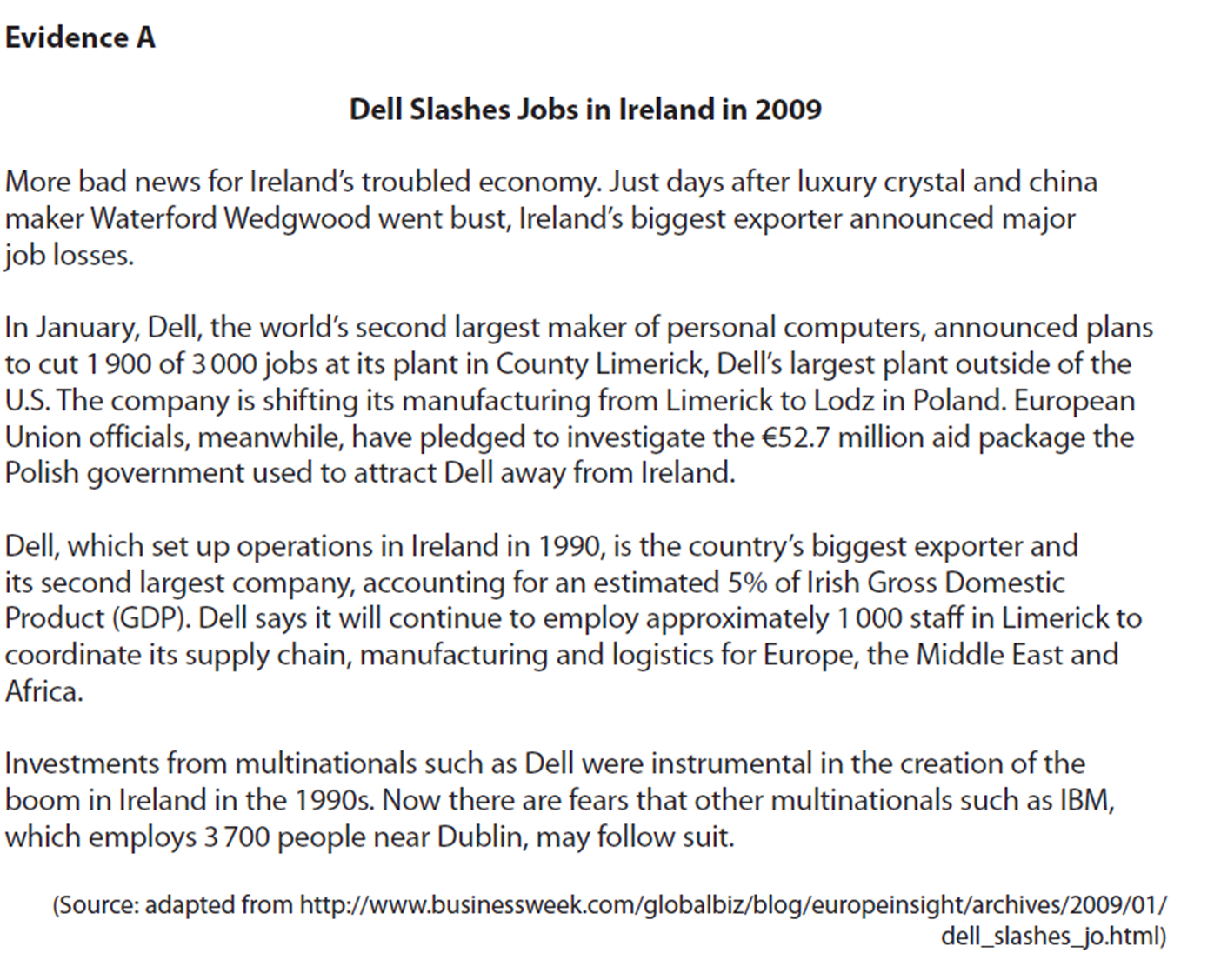
Stakeholder objectives – possible conflict

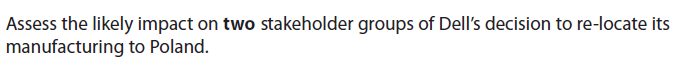
|  |  |  |
| --- | --- | --- |
| Customers | Low prices |  |
| Suppliers | High prices for their supplies |  |
| Government | Tax, CMA |  |
| Unions | Working conditions and pay |  |
| Employees | Pay and job security |  |
| Managers | Budgets, promotion |  |
| Competitors | Small local independents see Tesco’s as a threat |  |





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