

Stakeholder Intelligence — Quick-Start Worksheet

Chapter 10 Companion · The AI-Augmented PMO

In an AI-augmented PMO, your delivery data is only half the picture — the other half is human.

Stakeholder intelligence is the discipline of reading where your key people actually stand, where they need to be, and the deliberate moves that close the gap. Use this quick-start to apply the first practical layer this week. It is an introduction, not the full method.

Step 1 · Map your stakeholders

List the people who can accelerate or block your portfolio, and read their current stance honestly.

Stakeholder	Role / function	What they care about most	Current stance*

*Champion | Supporter | Neutral | Sceptic | Blocker

Step 2 · Read influence vs interest

Place each stakeholder on the influence/interest grid and adopt the matching engagement posture.

Position	Engagement posture
High influence · High interest	Partner closely — co-create, brief first, protect the relationship.
High influence · Low interest	Keep satisfied — concise, outcome-led updates; never let them be surprised.
Low influence · High interest	Keep informed — enlist as advocates and early feedback.
Low influence · Low interest	Monitor — light touch, revisit if their position shifts.

Step 3 · Find the gap

For your three most important stakeholders, name the distance between where they are and where they need to be.

Stakeholder	Current stance	Needed stance	Risk if the gap remains

Step 4 · Plan the moves

Turn each gap into one deliberate, owned, time-bound action.

Stakeholder	The one shift you want	Specific action	Owner	By when

Three questions before your next executive update

- Which single stakeholder, if their stance shifted, would most de-risk your portfolio?
- Where are you assuming support you have not actually tested?
- What does each key stakeholder need to *hear* — in their language — in your next report?

TAKE IT FURTHER

This worksheet is the applied surface. The full **Stakeholder Intelligence Model™** adds the diagnostic, the readiness dimensions, and the AI-augmented engagement cadence that make it repeatable across an entire portfolio — the depth that turns stakeholder management into stakeholder intelligence.

Explore the complete model in the book *From Cost Centre to Value Engine* and the **PMO Powerhouse Leadership Accelerator™**, or start a conversation at runpmoconsulting.com.