**Stakeholder #X: Name, Title**



STAKEHOLDER CONSENSUS WORKSHEET

**Reports to**: Manager’s name

**Manages**: Direct reports’ names

Will this stakeholder be a direct user of the offering? Y/N

Does this stakeholder control financials/budget? Y/N

Does this stakeholder have final decision-making authority? Y/N

|  |  |
| --- | --- |
| Business problem offering aims to solve: |  |
| Desired outcomes: |  |
| Perceived pros: |  |
| Perceived cons: |  |
| Will offering deliver results? |  |
| Would you purchase this product? |  |
| Preferred timeline for decision: |  |
| Other feedback: |  |

**Stakeholder Consensus Grid**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | Stake-holder #1 | Stakeholder #2 | Stakeholder #3 | Stakeholder #4 | Stakeholder #5 |
| Direct user of product? |  |  |  |  |  |
| Controls budget? |  |  |  |  |  |
| Signing authority? |  |  |  |  |  |
| Business problem: |  |  |  |  |  |
| Desired outcomes: |  |  |  |  |  |
| Perceived pros: |  |  |  |  |  |
| Perceived cons: |  |  |  |  |  |
| Will offering deliver results? |  |  |  |  |  |
| Would you purchase this product? |  |  |  |  |  |
| Preferred timeline for decision: |  |  |  |  |  |
| Other feedback: |  |  |  |  |  |

[](http://www.hubspot.com/products/sales%23crm-signup)