ALIGNMENT · WIN BUY-IN

Stakeholder Alignment Sprint

Ask the barrier, map where each stakeholder really stands, then turn agreement into one costly, dated commitment you can see.

Facilitator _____

Decision / date _____

THE DECISION THAT NEEDS BACKING

_____ *the change you can propose but not impose*

1 POSITION MAP *place each by their real position*

↑ **MORE SUPPORT (top row)**

CHAMPION *high support, high influence*	**SUPPORTER** *high support, lower influence*
NEUTRAL *undecided, but influential*	**RESISTING** *low support — name the barrier*

MORE INFLUENCE (right column) →

2 COMMITMENT PROOF *one costly, dated action each — observable, not declared*

STAKEHOLDER	I WILL…	BY…	EVIDENCE…
	a specific, costly action	*date*	*how we'll see it*

3 · OWNERS ON EVERY UNRESOLVED BARRIER

no unresolved barrier leaves the room without both — so no one assumes someone else will act

THE BARRIER	OWNER	REVIEW DATE

Silence isn't support. Support is what people commit to do.

Ask "what would stop you backing this?" · if "nothing," ask what would · one costly action each · observable, not declared · an owner on every gap

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