**PORTRAYS**

- Portraits should represent individual people, in this case your stakeholders: Who are they? What are their sensibilities? What is their strategic position? Team members need a common view on this.

- Draw a portrait of all the stakeholders, including your own organisation, on the cards.

- List main characteristics of each individual on the cards. Tip: If you have time go out and do interviews.

- Use the onion grid to position the stakeholders in their proximity to the mission.

**STORYBOARDING**

**THE OUTCOME & THE IMPACT**

- A storyboard, much like a comic, is a linear visualization of your story.

- Visualise the outcome (whether you aimed for new products, new services, new relationships, new ways of working or empowerment of communities) and impact as a result of your mission.

- You can draw the outcome, build it with LEGO or storyboard it (see method cards).

- Use the canvas to structure the activity, incorporate the outcome of your role play.

**ROLE PLAYING**

- To better understand your stakeholders, you take on the roles of the stakeholders. Role play is designed primarily to build first person experiences in a safe and supportive environment.

- You act out their strategic position in relation to the mission in order to better understand their perspective.

  *Note: It is not a substitute for interacting with the real stakeholders through*.

- As soon as you’ve chosen roles, act out their attitude and anticipated actions: What would they need? How would you build a long term relationship with your institution? Would you share ownership?

- And what would that mean for your approach?

**VALUE LADDER**

- Each team member defines 5 personal values in relation to the mission (5 min)

- Form pairs and negotiate together 5 shared values (8 min)

- Form a group of 4 again and repeat (8 min)

- Negotiate jointly the final 5 group values (8 min)

- Write the 5 final values on the mat in order of importance

- The values help to form a shared vocabulary and are a ‘touch stone’ for your later work