

Tools for Knowledge Workers

Stakeholder Scorecard

Stakeholder Scorecard					
Suppliers		Customers		Stewards	
Contributions	Inducements	Contributions	Inducements	Contributions	Inducements
Goods	Income	Income	Goods	Leadership	Compensation
Services	Relationship	Repeat Business	Services	Governance	Career
Assistance	Ongoing business	Needs & Wants	Value	Direction	Power
				Strategy	Legacy
Employees		Investors/Lenders		Society/Community	
Contributions	Inducements	Contributions	Inducements	Contributions	Inducements
Time	Compensation	Capital	Return/Dividends	Tax Breaks	Employment
Effort	Benefits	Operating Funds	Interest	Labor Market	
Ideas	Relationships				
Results	Career				

© Fred Nickols 2012

An organization's "Stakeholders" are individuals, groups and even other organizations that have a stake in its success. Stakeholders, then, are much more than just "interested parties." They put something in ("Contributions") and in return they get something out ("Inducements"). An organization's stakeholders include employees, customers, suppliers, lenders, the community and others who contribute to and benefit from its continued success. That continued success hinges on how well the organization can integrate, balance and satisfy the needs and requirements of *all* its key stakeholders. Doing so is the key to sustainability. The "Stakeholder Scorecard" is a means of keeping tabs on how well the organization is doing with respect to its key stakeholders. For more about the Stakeholder Scorecard, click [here](#).

