

**Dikaios**  
*Creating legal solutions*

# **ASSETS & STAKEHOLDERS: PEOPLE FIRST**

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# Assets



- Own

- Rent



- Funds

- Credit

- Savings



- Charism

- Community

- Values

- Caring for



# Stakeholders

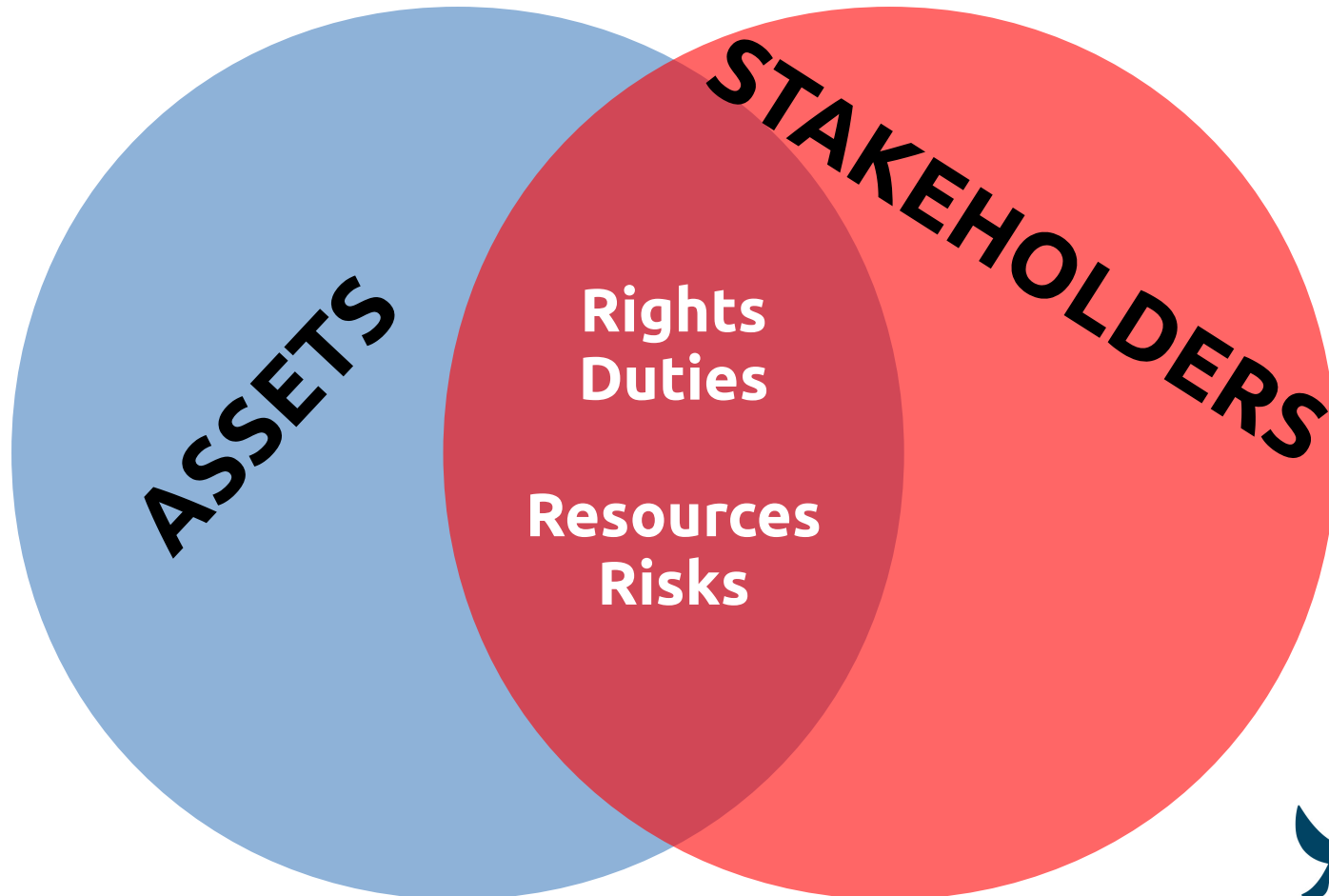
- People / Entities
  - Can affect a project
  - Can be affected by a project
- Sectors
  - Economics
  - Law
  - Organizations

**Relations with  
others than  
Seller/Buyer**

# Stakeholders Management

- Who are your Stakeholders?
- How can they influence your project?
- How can your project influence them?
- How can you engage them?
- When will you engage them?

# Assets & Stakeholders

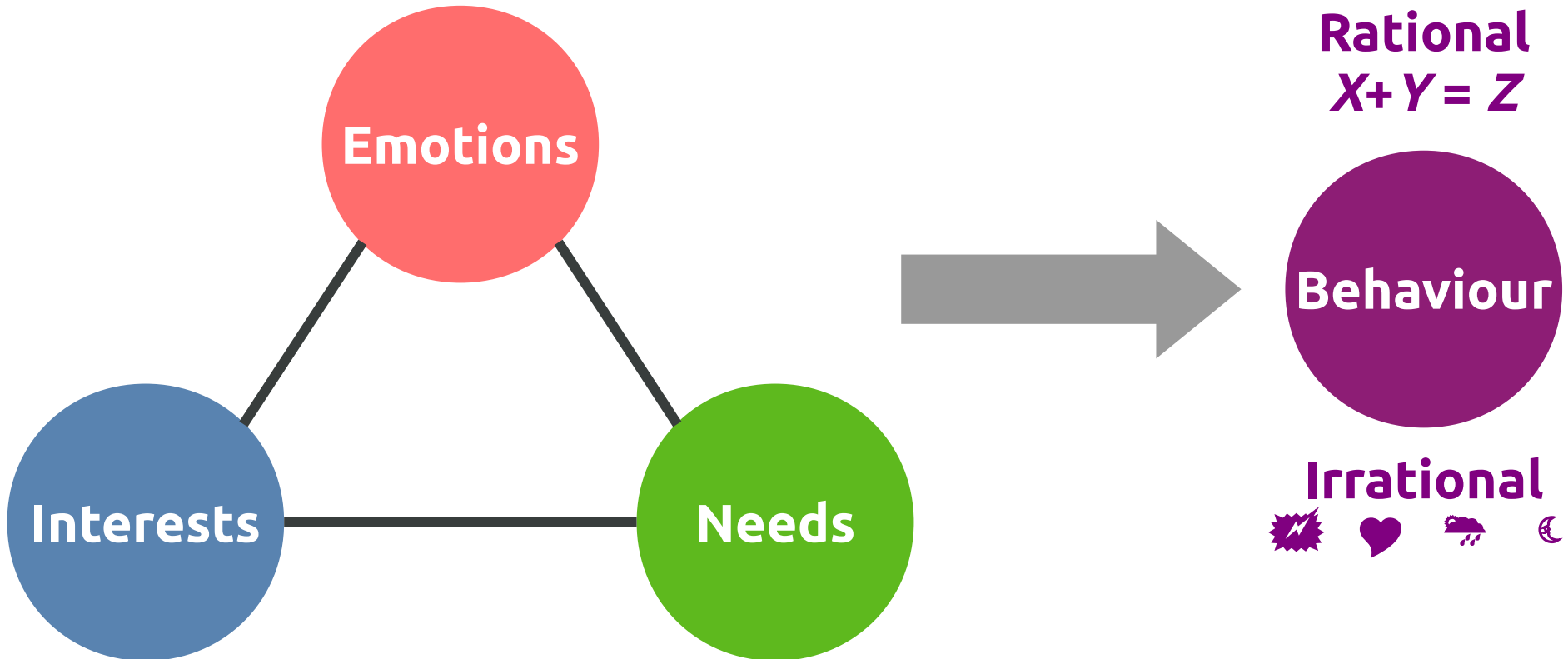


# Examples

- School
  - Students
  - Families
  - Teachers
  - Suppliers
- Hospital
  - Patients
  - Families
  - Doctors
  - National Healthcare Service

Rights / Duties  
Resources / Risks  
Economics / Law / Organization

# People First



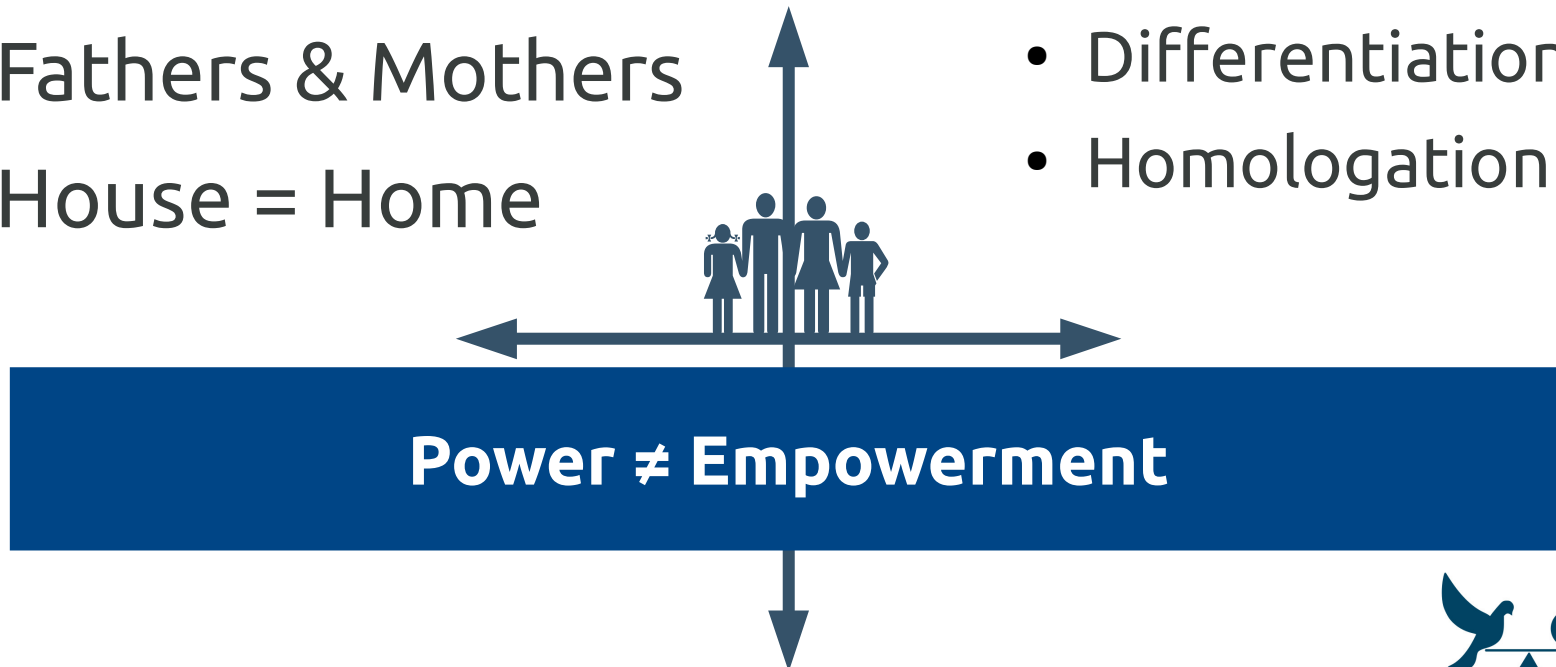
# Congregation = Family

- Semantics

- Brothers & Sisters
- Fathers & Mothers
- House = Home

- Structure

- Relations/Conflicts
  - Differentiation
  - Homologation





# Consultants

- Is it better to call a Consultant:
  - at the beginning of a process?
  - in the middle of a process?
  - toward the end of a process?
- Ask a Consultant for different stages:
  - Vision-creating
  - Decision-making
  - Taking-action

# Leadership

- Taking care of
- Making decisions
- Taking responsibility
- *Leader, do you know your community's interests?*
- *Community, do you express your personal interests?*