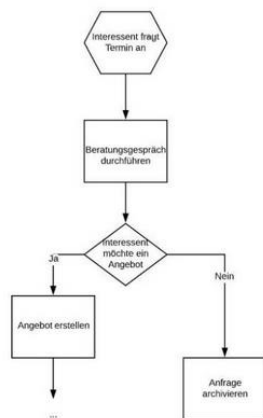
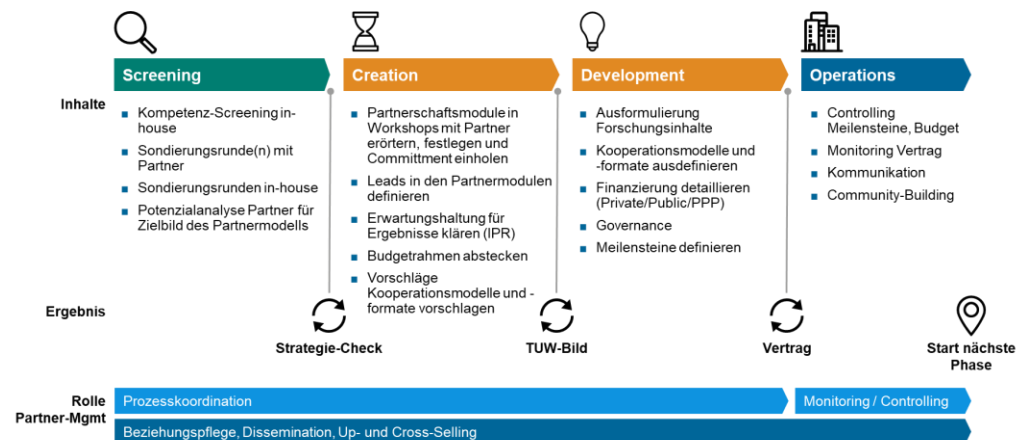


# Stakeholder Management Process for TUW

## Fundraising Process Analysis and Improvement

### Goals

- Analyze existing workflows and align these workflows with the strategy for Stakeholder Relations Management
- Describe processes and workflows according to the strategy
- Develop a RACI-Model (Responsible, Accountable, Consulted, und Informed)
- Visualize core processes based on 1-2 existing use cases



	D	E	M	I
	Vertriebs-außendienst		Vertriebs-leitung	
	Vertriebs-innendienst	Vertriebs-leitung		Vertriebs-außendienst
	Vertriebs-außendienst			

