**STRATEGIC STAKEHOLDER RELATIONSHIPS**

**Learning Outcome 4: ACTIVITY 2**

**PAIRED ACTIVITY**

**Identifying and managing resistance**

Review a project or a situation where you have encountered resistance to change.

Use the ‘onion’ model in Chapter 4.1 of the study guide to map where the stakeholders’ resistance was coming from.

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| **I don’t understand why we need to change** |
| **I don’t like this change** |
| **I don’t like change** |
| **I don’t like you** |
| **I like to resist** |