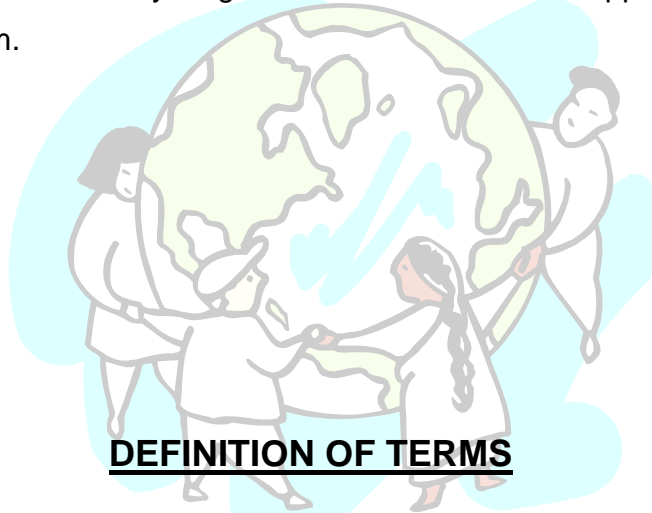


## STAKEHOLDERS

Any individuals, groups of people, institutions or firms that may have a relationship with the project / program are defined as stakeholders. In order to maximize the social and institutional benefits of the project / program and minimize its negative impacts, stakeholder analysis identifies all likely to be affected (either positively or negatively), and how. It is important that stakeholder analysis take place at an early stage in the identification and appraisal phases of a project / program.



### DEFINITION OF TERMS

**Stakeholders:** Individuals or institutions that may directly or indirectly, positively or negatively, affect or be affected by a project or program

**Beneficiaries:** Those who benefit in whatever way from the implementation of the project.

**Target group:** The group/entity who will be directly positively affected by the project at the project purpose level. This may include the staff from partner organizations

**Final beneficiaries:** Those who benefit from the project in the long term at the level of the society or sector at large.

**Project partners:** Those who implement the projects