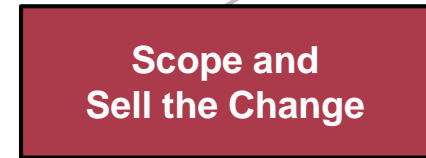


Prepare for Change



3. Scope and Sell the Change



- Scope the Change and Potential Challenges (Toolkit 3)
- Prepare a Compelling Vision
- Identify Key Stakeholders
- Develop a Stakeholder Management Plan (Toolkit 4)
- Secure Leadership Commitment
- Identify the Formal Communication Requirements

