


Preventive Services ToolKit

Module 4: Stakeholder Concepts


-- Lessons from the fields of organizational development, public administration and political science adapted to clinical and public health settings



11/4/17 Module 4 Stakeholder Concepts AAPHP PSTK Advocacy Strategy Seminar Slide 1

Stakeholder


- Any person or group who might care enough to support or oppose . . .
- Direct
- Indirect
- Initially invisible



11/4/17 Module 4 Stakeholder Concepts AAPHP PSTK Advocacy Strategy Seminar Slide 2

Power


- The ability to get others to do what you want them to do**
- Job title
- the "we be's"



11/4/17 Module 4 Stakeholder Concepts AAPHP PSTK Advocacy Strategy Seminar Slide 3

Leverage


- The use of someone more powerful than you to move your agenda forward
- Louisiana Clean Drinking Water Program
- Monroe County Clean Indoor Air Ordinance



11/4/17 Module 4 Stakeholder Concepts AAPHP PSTK Advocacy Strategy Seminar Slide 4

Character Types

- Zealot
- Advocate
- Statesman
- Mixed Motive
- Conserver



11/4/17 Module 4 Stakeholder Concepts AAPHP PSTK Advocacy Strategy Seminar Slide 5

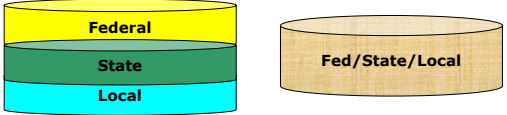
Government, American Style

- Federal -- \$\$\$\$\$\$\$\$\$\$
- State – legal authority
- Local – the problem

11/4/17 Module 4 Stakeholder Concepts AAPHP PSTK Advocacy Strategy Seminar Slide 6

Layer Cake vs. Marble Cake Federalism

- Federalism – how levels of government relate to each other
 - "layer cake"
 - "marble cake"
- (no one ever die of block grant disease)



11/4/17 Module 4 Stakeholder Concepts AAPHP PSTK Advocacy Strategy Seminar Slide 7

Sectors of the Economy


- Private, for-profit
- Private, not for profit
- Public utility
- Quasi-governmental
- Governmental



11/4/17 Module 4 Stakeholder Concepts AAPHP PSTK Advocacy Strategy Seminar Slide 8

Foundations

- Some are philanthropic – to give away money
- Others are vehicles to receive and expend money outside usual organizational constraints.
 - Attract private dollars to govt. agency programs
 - Bypass civil service constraints
 - Ancillary programs (employee depression, drug abuse, etc)
 - (Money laundering)



11/4/17 Module 4 Stakeholder Concepts AAPHP PSTK Advocacy Strategy Seminar Slide 9


Mindsets in Organizational Settings

- Technical/Scientific
- Administrative
- Policy/Political
- Deeply Held Belief/Org. Culture

11/4/17 Module 4 Stakeholder Concepts AAPHP PSTK Advocacy Strategy Seminar Slide 10

Games People Play


- Patterns of behavior - -
- Sincere
- Well intentioned
- Damage the agency



11/4/17 Module 4 Stakeholder Concepts AAPHP PSTK Advocacy Strategy Seminar Slide 11

Games People Play– Technical/Scientific

- Low priority activities
- Academic habits
- "Productivity"



11/4/17 Module 4 Stakeholder Concepts AAPHP PSTK Advocacy Strategy Seminar Slide 12

Games People Play –Administrative

- Doing what looks good on paper
- Cut (or pad) budget
- Obsession with rules
- Reorganization**



11/4/17 Module 4 AAPHP PSTK Advocacy Strategy Seminar Slide 13
 Stakeholder Concepts

Games People Play –Policy/Political

- Glib assertions easier than hard facts
- Simple myths easier than complex reality
- Public servant (or staff) portrayed as lazy or undedicated
- Health Care Delivery Games
 - Skimming
 - Dumping
 - Inappropriate Utilization



11/4/17 Module 4 AAPHP PSTK Advocacy Strategy Seminar Slide 14
 Stakeholder Concepts

Games People Play – Organizational Culture

- “Going with the flow” “getting along”
- Reluctance to suggest promising new ideas
- Silence in the face of incompetent or inappropriate behavior



11/4/17 Module 4 AAPHP PSTK Advocacy Strategy Seminar Slide 15
 Stakeholder Concepts