



# DGST & Las 17/2008

## Identifying your Stakeholders

### Stakeholder Engagement Workshop

Presented By:  
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# Workshop Participants

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Ir. Chandra Irawan;  
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Ir. M.Tohir, Msi;  
Ir. A. Karim Lasena;  
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Technical Direktor InDII (Mr. David Shelley);  
Manager Infrastructure AusAID (Up Ely C. Andrianita);  
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# Content

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- 9 Policy Areas;
  - 6 Criterion for Stakeholders;
  - 3 Steps to Stakeholder Mapping;
  - 6 Steps to Stakeholder Planning;
  - 12 Items in the Stakeholder Plan;
  - 15 Principles to Follow For an Engagement;
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# Background to Stakeholder Engagement

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- 9 Policy Areas;
  - 6 Criterion for Stakeholders;
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  - 12 Items in the Stakeholder Plan;
  - 15 Principles to Follow For an Engagement;
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# Develop Policies in Nine Areas

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- Land Acquisition/ Set-aside
- Supporting Infrastructure
- Role of Local Government
- Investment Requirements
- Public Private Partnerships
- Strategy/ Role of Pelindo
- Managing Competition
- Port Workers Union
- Human Resources/ Capacity Building

*How do we harmonization  
DGST policy with other Laws  
and Ministries?*



# Stakeholder Engagement

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“So-called “stakeholder engagement” comes in many forms, in the Public and Private Sectors, who are often compelled to engage their internal and external stakeholders for reasons of good governance to achieve performance assurance.”

It requires a Commitment to Thinking and Planning how to conduct a stakeholder engagement.

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# Why Engage Stakeholders?

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“Genuine stakeholders are those ministries, agencies, companies, groups or individuals who could affect and/or could be affected by DGST's policies, ministerial decrees or services in reaching the vision for 2030.”

You don't have to talk to everyone but you must consult wide enough to get the whole picture and you **MUST** consult those who have high level of influence over the successful deployment of policies.

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# What is a Stakeholder Mapping?

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- “A way of identifying, engaging and listening to those people who may genuinely influence the successful development, deployment and adoption of policies.

You must listen for Key Issues of Concern that represent Material Risks and Opportunities for developing policies that can be effectively deployed.

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# What is a Stakeholder Engagement Plan?

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Engagement is the process of exchanging information, listening to and learning from genuine stakeholders, with the goal of building knowledge and understanding of risks and opportunities and trust on key issues of concern.”

It requires a Commitment to Preparing by knowing who you should talk to, why you should talk to them, what you need to tell them and what you need to know from them.

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# Thank You

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