**CASE STUDY**

**GR Metals is a large producer of steel. It has operations in more than one country. GR Metals is thinking of closing down six of its factories in Country X and replacing them with one large factory in Country Y. ‘This will help us improve our profits, which is good news for shareholders,’ a spokesman said. ‘It is a competitive market, we have to cut costs any way we can. Of course, some stakeholders will be affected, but that’s business.’**

1. Explain what is meant by the following terms:

Stakeholder ………………………………………………………………………………………………………………………………………….......

Shareholder

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1. List three internal stakeholders that GR Metals might have. Outline one possible objective that each stakeholder might have.

Stakeholder 1: …………………………………………………………………………………………………………….............

Objective: ……………………………………………………………………………………………………………………………….

Stakeholder 2: …………………………………………………………………………………………………………….............

Objective: ……………………………………………………………………………………………………………………………….

Stakeholder 3: …………………………………………………………………………………………………………….............

Objective: ……………………………………………………………………………………………………………………………….

3. List three external stakeholders that a business might have. Outline one possible objective that each stakeholder might have.

Stakeholder 1: …………………………………………………………………………………………………………………………

Objective: ……………………………………………………………………………………………………………………………….

Stakeholder 2: …………………………………………………………………………………………………………………………

Objective: ……………………………………………………………………………………………………………………………….

Stakeholder 3: …………………………………………………………………………………………………………………………

Objective: ……………………………………………………………………………………………………………………………….

4 Explain ways in which the objectives of two different stakeholder groups might conflict with each other.

Way 1: …………………………………………………………………………………………………………………………………….

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Way 2: …………………………………………………………………………………………………………………………………….

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Way 3: …………………………………………………………………………………………………………………………………….

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From the stakeholders listed in questions 2 and 3, select the three stakeholders that you think might have the most influence over the business. Explain how they might influence the business to ensure their objectives could be met. Why are they the most important?

Stakeholder 1: …………………………………………………………………………………………………………………………

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Stakeholder 2: …………………………………………………………………………………………………………………………

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Stakeholder 3: …………………………………………………………………………………………………………………………

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