



# Multi-stakeholder networking: A processual perspective

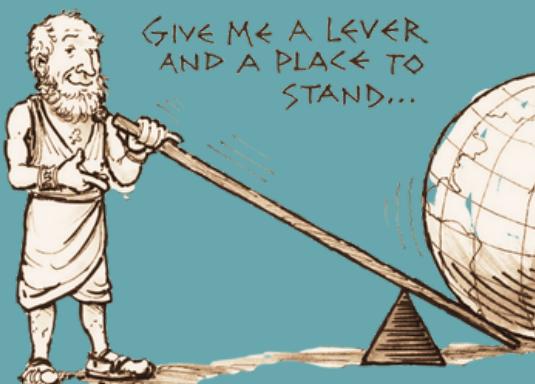
Yining Zhou  
ASA Institute of Higher Education  
Sydney, Australia



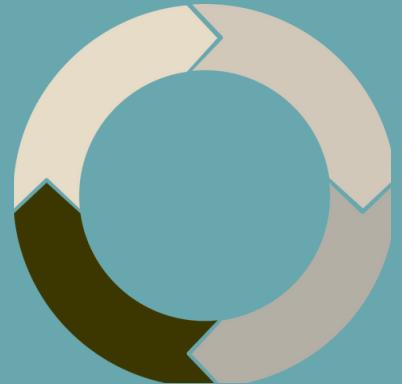
Temporal stakeholder-stakeholder relationship



Directional stakeholder interaction



Stakeholder power multiplicity



Issue-specific network lifecycle

**Stakeholder networks traditionally modelled as static, but real-world dynamics require a processual approach.**

Limited research on temporal and dynamic aspects of stakeholder networking.  
This study aims to address this gap.

## Methodology

Systematic review;  
PRSMA protocol.

Databases: Scopus, Web of Science, and Business Source Complete.

Inclusion criteria focused on stakeholder networks and dynamics



## Implications

Move beyond static models.

Practical strategies for managing stakeholder dynamics

## Findings: Characteristics of stakeholder networking dynamics

### Temporality

Connection between two stakeholders is not enduring but exists within a specific timeframe.

### Directionality

The interaction between two stakeholders can fluctuate in strength, being either weaker or stronger according to situational dynamics.

### Multiplicity

The collective power of the network surpasses the sum of the individual powers of its stakeholders.

### Network lifecycle

Stakeholder networking is divided into different stages, from inception to maturity, and ultimately to expiration or stabilization.