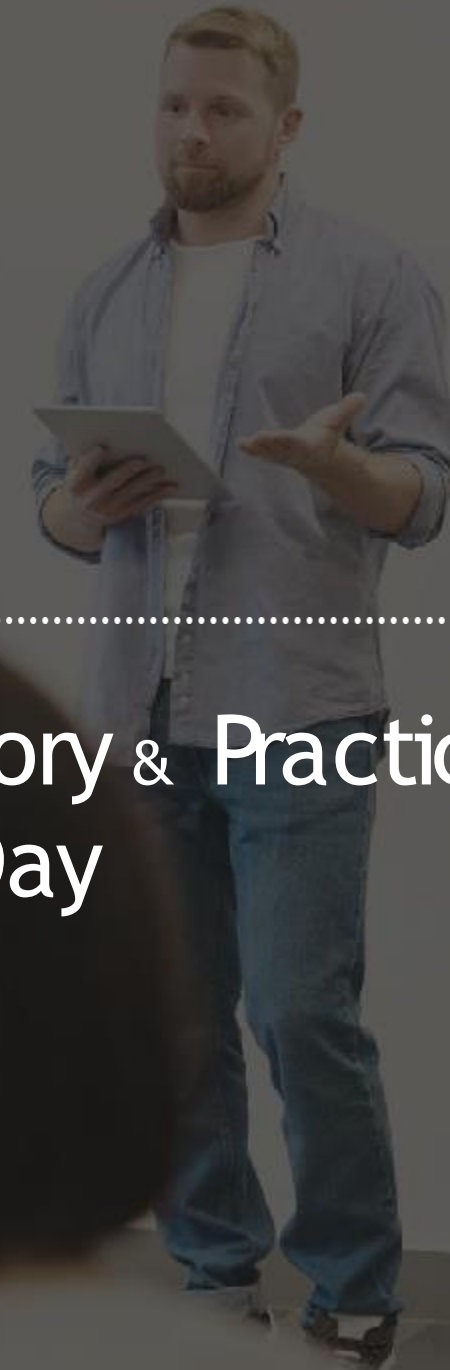


Stakeholder Management

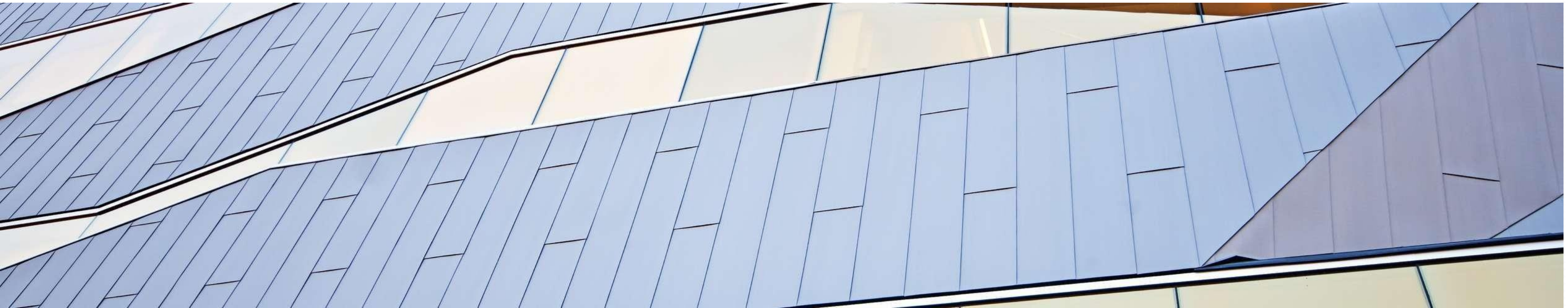
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Theory & Practical
1 Day



Expect to Learn

- Who is it for?
- Course Details
- Career Path
- Requirements



Who is it For?

Managing stakeholder expectations is a crucial part of project management, as effectively managing the needs of all interested parties is vital.

This project management course is for individuals who manage large or complex projects and have to manage stakeholder expectations at the same time. It will teach you how to manage stakeholders in a clear, effective manner.



Course Details

Influencing and persuading all of the internal and external stakeholders – vendors, outsourcing providers, customers, and colleagues – in any process are essential elements of managing continuous improvement. Securing the buy-in of individuals where you don't have direct authority can support a drive for operational excellence.

This 1-day course delivers great tools and techniques to help you to achieve the best outcomes whilst building and managing excellent business relationships.



Course Content

Stakeholder mapping

- Analysis models and tools
- Who to influence?
- Creating your own stakeholder mapping model

What makes them tick?

- Considerations from stakeholder mapping
- Use of position, knowledge or personal power

Personality preferences

- Identify your own preferences
- How are different types influenced?
- How to influence others

Influencing strategies

- Road map to successful influencing
- Different types of influencing strategies
- Push and pull type behaviours
- Tools, skills and behaviours of effective influencing

Effective communication

- Communication preferences
- Managing conversations with stakeholders
- Selecting communication methodologies to get your messages across



Career Path

Executives
and
managers

Junior
managers
and
supervisors

Professional
managers
and staff

Anyone who
needs to
understand
Stakeholders

What are the Course Requirements?



There are no prerequisites or entry requirements.

Awarded By



Everyone who completes the course gets:

- A certificate (Accredited certificate and on success of your assessments where applicable)
- A manual as your resources tool



Enroll Now

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