



course : Essentials of Stakeholder Management training Course

The Essentials of Stakeholder Management training course equips professionals with the skills to effectively identify, analyze, and engage stakeholders to achieve organizational objectives. Participants will learn proven strategies for building trust, managing expectations, and navigating conflicting interests. By mastering communication and influence techniques, attendees will enhance collaboration, minimize risks, and strengthen stakeholder relationships critical to project and organizational success.

HighPoint Training and Management Consultancy

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HIGH POINT CENTER

City :	Istanbul	Hotel :	Meeting Room
Start Date :	2025-12-15	End Date :	2025-12-19
Duration :	1 Week	Price :	3950 \$

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Course Overview

Stakeholder management involves the systematic organization, monitoring, and enhancement of relationships with stakeholders. The process entails identifying stakeholders, analyzing their needs and expectations, and devising and executing strategies to engage with them. A well-executed stakeholder management process serves as a mechanism for coordinating interactions and evaluating the status and quality of relationships with different stakeholders.

Influencing and persuading both internal and external stakeholders, including vendors, outsourcing providers, customers, and colleagues, are crucial aspects of effectively managing continuous improvement in any process.

By participating in the Essentials of Stakeholder Management training course, you will acquire the skills and competence needed to influence and effectively manage stakeholders. Through the application of various tools and techniques, you will enhance their willingness to embrace change and overcome resistance.

Course Objectives

By the end of this Essentials of Stakeholder Management training course, participants will be able to:

Understand what good stakeholder management looks like

Identify their style of stakeholder management along with the needs of their customer.

Recognize ways of securing stakeholder agreement.

Distinguish the 6 different persuasion styles.

State various methods to build an ongoing relationship

Better understand your own preferences, behaviors, and working styles

Develop a technique to gauge the preferences, behaviors, and working styles of others

Learn how to use that knowledge and understanding to build effective working relationships

Consider your existing stakeholder relationships and what steps you might take to improve those

Target Audience

Essentials of Stakeholder Management training course is ideal for:

Anyone who is responsible for engaging in and managing, stakeholder relationships in a business change environment

Methodology

This course applies a practical and interactive learning approach that blends:

- Lecturer-led presentations to provide core concepts and frameworks.
- Case studies and real-life scenarios to illustrate best practices in stakeholder management.
- Group discussions and role-plays to practice negotiation, communication, and conflict resolution skills.
- Practical exercises and simulations to apply stakeholder mapping and engagement strategies.
- Action planning sessions to ensure participants can transfer learning to their workplace.

Course Outline

- 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 behaviors
- Tools, skills and behaviors of effective influencing
- Effective communication
- Communication preferences
- Managing conversations with stakeholders
- Selecting communication methodologies to get your messages across

Certificates



Upon successful completion of this training program, participants will be formally awarded a HighPoint Certificate, recognizing their demonstrated knowledge and competencies in the subject matter. This certificate serves as an official testament to their proficiency and commitment to professional development