

Stakeholder Management

Efficient stakeholder management is a crucial aspect of any project or business change initiative. However, an often overlooked skill, stakeholder management, is rarely seen as the difference that can make the difference between successful and failed implementation.



Who is it for?

This workshop is for change and project managers to help them identify, assess and manage their stakeholders appropriately. Early identification of stakeholder groups, and their likely issues throughout the life of the project, will determine your initiative.

Benefits

From attending this course people will be able to:-

- Identify your objectives and develop a strategy for managing individual and groups of stakeholders
- Identify and develop a map of stakeholder groups
- Determine the interest and influence of each stakeholder
- Prioritise your Stakeholders
- Communication and Building Rapport
- Dealing With Stakeholder Objections

Content

- The need to engage with stakeholders
- Identifying Stakeholders
- Prioritise and categorise Stakeholders
- The larger stakeholder community
- Relationship building
- Stakeholder communication

This list is not exhaustive so please talk to us if you don't see what you are looking for

Why X Learning?

Our training avoids the 'dull and boring' tag. We make this subject lively, fun, interesting and above all relevant by:

- Drawing learning from day to day events within the business
- Allowing participants to directly reflect on the organisation and the job they do
- Incorporating high levels of interactivity, for example:
 - Running light hearted but focussed business games
 - Using live company data where possible
 - Providing realistic case studies
- Cutting out the jargon and keeping things simple
- Encouraging group work
- Catering for different learning styles and providing multi sensory input

To discuss **call** Mike on 07899 728 628 or David on 07984 817 328
our office on 01908 632713 or **email** office@xlearning.co.uk



Programme length options; full day or 2 days depending upon your requirements

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