PROJECT MANAGEMENT

BTS
Training & Consultancy

Stakeholder Management: Achieving Consensus for Success Project Execution

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Stakeholder Management: Achieving Consensus for Success Project Execution

Introduction

Impacting, persuading and convincing the entirety of the internal and external stakeholders, for example, customer, contractor, experts, merchants, groups are fundamental and basic for effective project and business as usual execution. It is a relationship game. Making sure about the upfront investment of people certainly, skillfully and competently where you don't have direct power and control can bolster a drive for operational greatness and business progression. Precarious, testing, requesting and confounded partners could be driving the strategic choices. So, overseeing viably and exploring effectively the mind-boggling connection between these partners are basic for any business and project professionals.

Frequently stakeholders will in general get their own enthusiasm with concealed motivation, so normalizing the distinctions and accomplishing agreement for consistent are incredibly significant. The strategic project professional utilizations the perspectives, intrigue and mentalities of stakeholders to shape a project at a beginning period, keeping support all through the lifecycle of their project and improving project expectations down the line. Stakeholders Management is a fundamental range of abilities utilized oftentimes in gatherings, business arrangements and when creating and conveying the business case for another activity.

Course Objectives:

By the end of this Stakeholders Management course, participants should be able to:

- Identify stakeholder needs
- Explain how stakeholders impact your project
- Manage multiple stakeholders with divergent interests
- Manage stakeholder expectations, including quality and performance expectations
- State the need to communicate your strategy to the project team, the customer, and other project stakeholders
- Manage project public relations and organizational politics

Who Should Attend?

- Any Professionals/Teams involved in Projects and Business as usual Negotiators and Consultants
- Functional Team
- Project Professionals/Team
- Commercial Team
- Strategic Decision Makers/Executives involved in Decision Making

- Supply Chain Executives/Professionals
- Sales and Marketing Team

Delivery Method:

This course will be delivered by probing and investigating range of practical case studies and context, class exercises, team working and presentation, production of stakeholder management plan and strategies to handle tricky, difficult and complex stakeholders' relationships, video, applying stakeholders' management instruments, tools and techniques including rapid response assessment based on various situational analysis and choice of resolution strategies/plans.

Certificate

BTS attendance certificate will be issued to all attendees completing minimum of 80% of the total course duration.

Course Outline

- Recognizable proof and categorization of stakeholder
- Understanding stakeholder desires
- The role of management in the stakeholder environment
- Assessment and prioritization of interests
- Prioritizing Stakeholders
- Visualizing the stakeholder community
- Stakeholder requirements analysis
- Stakeholder mapping
- How committed are they to the project?
- What makes them tick?
- Aligning stakeholder requirements to business and organizational objectives
- Prioritizing stakeholder requirements and expectation
- Selling the project
- Maintaining the commitment
- Working with resistance for positive outcomes
- The science and art of communicating effectively
- Common communications barriers and "filters"
- Dealing with organization politics
- Managing external stakeholders such as suppliers, regulators and the public
- Selecting communication methodologies to get your messages across
- Managing difficult stakeholders
- Managing expectations that can't be met
- Resolving conflict