

professional
development

Stakeholder Management

In-Company Training (2 Days)

Practical Stakeholder Management Skills

Tailored Workshop



in-company for
teams



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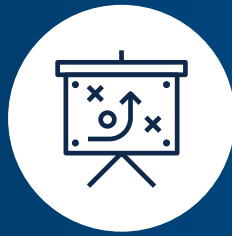
What Does Effective Stakeholder Management Look Like?



Identify & prioritise stakeholders at an early stage



Analyse risks & gather information



Develop a detailed stakeholder management plan



Clear, consistent communication throughout the project



Build rapport & trust



Manage expectations & answer questions

About This Course

Why is Stakeholder Management Important?

Effective stakeholder management is crucial to the success of any project or business.

In every situation, there are many stakeholders to consider, from customers and employees to investors, leaders, and project team members.

Ensuring that all stakeholders are engaged and informed contributes to the smooth running of any project.

Gain the Skills for Effective Stakeholder Management

This 2-day workshop is designed to equip your team with the tools and knowledge for exceptional stakeholder management. Our practical, workshop approach and customised in-company training format will enable us to tailor the workshop to address goals and priorities specific to your project or organisation.



Want to Attend as an Individual?

Although this Stakeholder Management workshop is only available for in-company training, our Certified Project Management Course includes a stakeholder management module, and is available all year-round as a public course.

[Click here to learn more...](#)

Delivery Style

We run this Stakeholder Management Course for in-company (often called “in-house” or “on-site”) training.

This means that we deliver training exclusively to your team on a date you choose.

There are many benefits to choosing an in-house style of delivery.

How In-Company Training Works

When you get in touch with us about in-company training - either by phone or by requesting a quotation using the button on this page - our expert training consultants will work with you to find the best training solution for your needs.

We will create a programme that addresses the issues and goals at the top of your list, and choose a training delivery method and dates that suits you best.



Why In-House?

- ✔ **Tailored for Your Team** - While still adhering to the course syllabus, we can take your business and any challenges you are facing into account when delivering the course. We will make the training delivery relevant to your team.
- ✔ **You Choose the Delivery Style** - We can deliver this training as an in-person, classroom style course (where we come to your location), or by live, virtual classroom training (learn more on the next page).
- ✔ **Flexibility** - In-company training gives you the ability to schedule training at a time that works best for your schedule. It removes the inconvenience of having to take someone out of their role for training at a busy time.

[Get a Quote](#)

Delivery Style: Live Virtual Training

Virtual training enables participants to connect to live, trainer-led sessions from wherever they are located.

It's easy to connect and they will gain the benefits of a classroom style of training while enjoying the convenience of learning at home.

How Virtual Training Works

In advance of training, we will send each participant the information and link they need to join the training.

To connect with our live training, participants will need a steady internet connection and a device with a web-camera, speakers, and microphone. Most home internet connections work perfectly for live virtual training. These days, almost all smartphones, computers, and tablets have built-in web cameras, speakers, and microphones.

Our training consultants will make sure everyone has guidelines on how to get connected. It's an easy, user-friendly process.



Why Virtual?

- ✔ **Learn from Home** - This is an ideal solution for teams that work remotely. They can connect with real-time training sessions from wherever they are currently based.
- ✔ **Delivered by Experts** - By choosing our live virtual training, your team will learn from subject matter experts. They will also benefit from the ability to ask questions and gain advice from our trainers.
- ✔ **Group Training** - This style of training enables participants to interact virtually with their team. Via our online platform, they will be able to take part in group discussions and exercises without leaving home.
- ✔ **Focused Learning Environment** - One of the key advantages of an in-person classroom style training is the focused learning environment. Live, trainer-led virtual training also provides this high-impact format.

[Ask a Question](#)

[Get a Quote](#)

Training Objectives

Upon successfully completing this workshop, participants will be equipped with the knowledge, skills, and confidence to:

- ✓ Apply the principles of effective stakeholder management.
- ✓ Identify and prioritise stakeholders using a framework.
- ✓ Put in place effective stakeholder management plans.
- ✓ Engage with stakeholders using a range of communication and interpersonal skills.
- ✓ Monitor and control stakeholder relationships, and adjust strategies and plans accordingly.



Course Content

① The Principles of Effective Stakeholder Management

- The benefits of using a stakeholder management programme
- Understanding the principles of change management
- Why do some stakeholders support change while others resist?

② Identify Stakeholders

- Use a structured format to comprehensively identify your stakeholders
- Create a stakeholder priority grid
- Stakeholder risk analysis
- Gather stakeholder information

③ Plan Stakeholder Management

- Conduct a stakeholder assessment based on level of engagement
- Identify communication requirements
- Develop a stakeholder management plan
- Plan communication channels to increase your profile in the industry

④ Manage Stakeholder Management

- Stakeholder Communication Plan
- Running Effective Project Meetings

⑤ Monitor and Control Stakeholder Relationships

- Monitoring & controlling performance against the plans

continued on next page...

Course Content

6 Manage Stakeholder Engagement

Communication Skills

- Develop strategic and commercial thinking
- Communication with confidence across all levels
- Develop powerful questioning techniques
- Develop active listening skills

Presentation Skills

- Setting clear objectives for what you want to achieve
- The importance of body language and tone of voice
- Structuring your message and getting it across clearly

- Anticipating difficult questions and preparing your responses
- Handling tricky situations

Interpersonal Skills

- Building rapport and trust
- Overcoming resistance and working towards solutions
- Resolving conflict
- Handling the unexpected
- Maintaining composure

7 Monitor and Control Stakeholder Relationships

- Assess changes in stakeholder engagement
- Adjust plans and strategies as required



Ready to Go?

[Get a Quote](#)

[Ask A Quick Question](#)

3 Ways to Get Started



Talk to Us

You can reach us by phone on Freephone 1800 910 810, or 01 861 0700 (mon - thurs, 9.00am - 5.30pm, fri, 9.00am - 5.00pm).

We will be happy to answer any questions you have and advise on the best option for your team's Stakeholder Management Workshop.

Freephone 1800 910 810



Get a Tailored Quotation

Click the button below to request a tailored quotation for an in-company Stakeholder Management Workshop

We will be in touch with a detailed quotation fitting your team's requirements.

Get a Quote



Ask A Question Online

If you would prefer to contact us online, request a phonecall, or to get in touch outside of office hours, using the "Ask A Question" button below is the best option.

We will respond with the information you need.

Ask A Question

About Us

Professional Development - 34 Years of Innovation and Excellence

We believe that the key to a thriving and rewarding career is continuous professional development.

For over 34 years, Professional Development has led the way in providing practical, innovative courses leading to relevant and respected certifications.

We specialise in delivering training for core business skills including project management, agile, scrum, lean six sigma, management, communications, sales, it service management, and training design and delivery skills.

Our courses are designed to expand your skills, & enhance your career potential



Our Courses

Our courses are a balanced blend of both theoretical learning and practical application. This focused learning environment optimises the impact of training.



Our Clients

We provide training for Ireland's leading brands, working with companies of all sizes in every industry. We also provide training for non-corporate organisations.



Our Team

Our trainers are chosen for their engaging manner and expertise in a chosen field. They bring a wealth of experience to each programme they deliver.



Our Certifications

In many sectors, international certification is now essential. We provide many options for globally recognised certification in each subject area.

Stay Connected



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