



Consulting and Training | Reach New Heights

Course Name

Stakeholder Management

Sector Name

Management And Leadership

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Stakeholder Management

Course Introduction

In this constantly evolving environment, businesses now play a more important role than ever before, creating economic, environmental, and social impacts on society from a local to a global scale. In response to this, more and more stakeholders are being involved in the decision-making process.

Stakeholder management is a complex matter, from addressing stakeholders' issues and engaging them effectively, and requires a collaborative approach and effective negotiation and decision-making skills.

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Stakeholder Management

Target Audience

- ✓ Project Managers.
- ✓ Product Managers.
- ✓ Business Analysts.
- ✓ CEO, CFO, COO, etc.
- ✓ Senior Managers.

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Stakeholder Management

Learning Objectives

- ✓ Identify Stakeholder management definitions.
- ✓ Master identifying stakeholders' characteristics and
- ✓ Master applying stakeholder analysis strategies.
- ✓ Empower Emotional Intelligence (EI) Skills Needed for Stakeholder Engagement.
- ✓ Understand and apply conflict management techniques.
- ✓ Empower effective decision-making skills for better stakeholder management.

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Stakeholder Management

Course Outline

✓ 01 Day One

Stakeholder Management And Engagement

- ✓ Key Stakeholder management definitions
- ✓ Identifying your Stakeholders
- ✓ Internal and External Stakeholders and their characteristics
- ✓ Stakeholder analysis
- ✓ Stakeholder's Interest and how to address them
- ✓ Emotional Intelligence (EI) Skills Needed for Stakeholder Engagement

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Course Outline

✓ 02 Day Two

Situational Leadership And Building Capacities.

- ✓ History and definitions.
- ✓ Project management strategies and types.
- ✓ Planning in different scenarios.
- ✓ Stakeholder (Identification, Analysis, Strategy, Management, Others).
- ✓ Building Priorities.
- ✓ Using forces and staff to empower the project and decision-making.

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Course Outline

✓ 03 Day Three

Communication Strategies And Building Your Alliances.

- ✓ Understanding the need and the impact.
- ✓ SWOT analysis for projects and staff.
- ✓ Communication strategies.
- ✓ Understanding the body language.
- ✓ Meetings and how to manage.
- ✓ Who is part of your trip to success?
- ✓ Building your personality as a stakeholder.
- ✓ Communicating with yourself prior to others

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Course Outline

✓ **04 Day Four**

Managing Conflicts

- ✓ Understanding the Situation
- ✓ Define the Problem
- ✓ Identify the Actions
- ✓ Six Thinking Hats
- ✓ Roots of Conflict: Goals, Judgments, and Values
- ✓ Options for Conflict Resolution
- ✓ Thomas-Kilmann Conflict MODE Instrument

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Course Outline

✓ 05 Day Five

The Decision-making Process

- ✓ Barriers to Effective Decision Making
- ✓ Significant sources of data for decision-making analysis
- ✓ Finding the right people
- ✓ Creative Process: Developing Options
- ✓ Advantages and Disadvantages of Potential Options
- ✓ Pareto Analysis
- ✓ Factors to consider in planning to implement a decision
- ✓ Stakeholders' involvement in decision-making

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Jan. 25, 2027	Jan. 29, 2027	5 days	4250.00 \$	UAE , Dubai
Nov. 23, 2026	Nov. 27, 2026	5 days	4250.00 \$	UAE , Abu Dhabi
April 25, 2027	April 29, 2027	5 days	4250.00 \$	KSA , Riyadh
July 19, 2027	July 23, 2027	5 days	4250.00 \$	UAE , Dubai

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