



Consulting and Training | Reach New Heights

Course Name

Managing Project Stakeholders

Sector Name

Project & Contract Management

Document Type

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Managing Project Stakeholders

Course Introduction

Effective stakeholder management is one of the most critical success factors in modern project environments, where expectations, influence, and interests are diverse and constantly evolving. Projects often face delays, resistance, or failure not because of technical shortcomings, but due to poor communication, unmanaged expectations, and lack of stakeholder alignment.

Recognizing the importance of relationship management in project delivery, **BOOST** has designed the **Managing Project Stakeholders** course to equip project professionals with the skills, tools, and frameworks needed to identify, analyze, engage, and influence stakeholders throughout the project lifecycle. This intermediate-level program focuses on building structured, proactive approaches to stakeholder engagement.

The course explores stakeholder mapping, communication planning, expectation management, conflict resolution, and influencing techniques. Participants will learn how to build trust, reduce resistance to change, and create productive stakeholder relationships that support project objectives.

Through practical frameworks, real-world examples, and applied discussions, participants will gain the confidence and capability to manage complex stakeholder environments and improve the likelihood of project success.

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Managing Project Stakeholders

Target Audience

- ✓ Project managers and project coordinators
- ✓ Program and portfolio management professionals
- ✓ PMO staff and project support officers
- ✓ Business analysts and change management professionals
- ✓ Team leaders involved in cross-functional initiatives
- ✓ Consultants and professionals working in client-facing projects
- ✓ Professionals preparing for leadership roles in project environments

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Learning Objectives

- ✓ Understand the role and importance of stakeholder management in project success
- ✓ Identify and categorize stakeholders based on influence, interest, and impact
- ✓ Conduct stakeholder analysis using practical tools and mapping techniques
- ✓ Develop stakeholder engagement and communication strategies
- ✓ Manage stakeholder expectations and resolve conflicts effectively
- ✓ Apply influencing and negotiation techniques in stakeholder interactions
- ✓ Address resistance and build support during project changes
- ✓ Monitor stakeholder engagement levels and adjust strategies accordingly
- ✓ Strengthen relationships to ensure sustained stakeholder commitment

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Managing Project Stakeholders

Course Outline

✓ DAY 1

Introduction to Stakeholder Management and Project Success

- ✓ Definition and importance of stakeholders in projects
- ✓ Impact of stakeholders on project outcomes
- ✓ Common stakeholder-related project challenges
- ✓ Stakeholder management across the project lifecycle
- ✓ Roles and responsibilities of the project manager
- ✓ Building a stakeholder-focused project mindset

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Course Outline

✓ DAY 2

Stakeholder Identification, Analysis, and Mapping

- ✓ Identifying internal and external stakeholders
- ✓ Stakeholder categorization and prioritization
- ✓ Power-interest and influence-impact mapping tools
- ✓ Assessing stakeholder needs, expectations, and attitudes
- ✓ Understanding stakeholder motivations and concerns
- ✓ Documenting stakeholder analysis results

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Course Outline

✓ DAY 3

Stakeholder Engagement Planning and Communication

- ✓ Developing a stakeholder engagement strategy
- ✓ Designing communication plans for different stakeholder groups
- ✓ Selecting appropriate communication channels and frequency
- ✓ Managing information flow and transparency
- ✓ Building trust and credibility with stakeholders
- ✓ Aligning engagement activities with project milestones

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Course Outline

✓ DAY 4

Managing Expectations, Conflict Resolution, and Influence

- ✓ Setting realistic expectations and managing changes
- ✓ Identifying early signs of stakeholder resistance
- ✓ Conflict resolution techniques in project environments
- ✓ Negotiation and influencing skills for project professionals
- ✓ Handling difficult stakeholders and challenging conversations
- ✓ Maintaining professionalism under pressure

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Course Outline

✓ DAY 5

Monitoring Engagement and Sustaining Stakeholder Support

- ✓ Measuring stakeholder engagement and satisfaction
- ✓ Adjusting engagement strategies as projects evolve
- ✓ Managing stakeholders during major project changes
- ✓ Sustaining long-term relationships beyond project closure
- ✓ Lessons learned and continuous improvement in stakeholder management
- ✓ Course review, reflection, and next steps

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Dec. 28, 2026	Jan. 1, 2027	5 days	4950.00 \$	Turkey , Istanbul

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