



Consulting and Training | Reach New Heights

Course Name

Strategic Stakeholder, Vendor & Partnership Management

Sector Name

Procurement & Supply Chain Operations

Document Type

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Strategic Stakeholder, Vendor & Partnership Management

Course Introduction

Organizations rarely achieve their strategic objectives in isolation... Their ability to deliver results increasingly depends on how effectively they manage relationships with internal stakeholders, strategic vendors, suppliers, service providers, government entities, business partners, and other external parties.

These relationships can directly influence operational continuity, commercial outcomes, organizational reputation, access to resources, and the successful delivery of strategic initiatives.

This training program will provide an integrated framework for strategic stakeholder, vendor, and partnership management. It progresses from stakeholder analysis and engagement through vendor relationship strategy, partnership architecture, influence and negotiation, and finally to strategic relationship development and value creation.

The program will emphasize relationship decisions, governance, collaboration, negotiation, and long-term strategic alignment rather than routine supplier administration or transactional relationship management.

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Strategic Stakeholder, Vendor & Partnership Management

Target Audience

- ✓ Stakeholder Relationship Managers
- ✓ Vendor and Supplier Relationship Managers
- ✓ Partnership Managers
- ✓ Procurement and Commercial Professionals
- ✓ Contract Managers
- ✓ Business Development Professionals
- ✓ Project and Program Managers
- ✓ Corporate Affairs Professionals
- ✓ Operations Managers
- ✓ Business Unit Leaders
- ✓ Professionals responsible for strategic external and internal relationships

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Learning Objectives

- ✓ Analyze stakeholders according to their interests, influence, expectations, and strategic importance.
- ✓ Develop differentiated engagement strategies for different stakeholder groups.
- ✓ Segment vendors and suppliers according to their strategic importance and relationship requirements.
- ✓ Establish appropriate governance structures for strategic vendors and partnerships.
- ✓ Manage expectations and competing interests across complex stakeholder environments.
- ✓ Apply effective influence and negotiation approaches.
- ✓ Manage relationship conflicts while protecting organizational interests.
- ✓ Develop strategic partnerships focused on mutual value creation.
- ✓ Strengthen long-term stakeholder, vendor, and partner relationships.

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Strategic Stakeholder, Vendor & Partnership Management

Course Outline

✓ DAY 01

Strategic Stakeholder Intelligence and Engagement

Module 1: Stakeholder Landscape and Strategic Analysis

- ✓ Identifying internal and external stakeholder groups
- ✓ Distinguishing stakeholders from customers, suppliers, partners, and regulators
- ✓ Assessing stakeholder interests, expectations, and dependencies
- ✓ Analyzing stakeholder influence and organizational impact
- ✓ Identifying potential areas of alignment and tension
- ✓ Developing stakeholder profiles for strategic relationship decisions

Module 2: Stakeholder Engagement Architecture

- ✓ Defining stakeholder engagement objectives
- ✓ Selecting appropriate engagement approaches by stakeholder type
- ✓ Developing stakeholder communication requirements
- ✓ Establishing engagement frequency and interaction levels
- ✓ Managing information expectations and transparency
- ✓ Aligning stakeholder engagement with organizational priorities



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Course Outline

✓ DAY 02

Strategic Vendor Relationship Management

Module 3: Vendor Segmentation and Relationship Strategy

- ✓ Distinguishing strategic, critical, preferred, and transactional vendors
- ✓ Assessing vendor criticality and organizational dependency
- ✓ Evaluating relationship complexity and business impact
- ✓ Determining appropriate relationship models for different vendor categories
- ✓ Establishing strategic objectives for key vendor relationships
- ✓ Balancing organizational requirements with supplier capabilities

Module 4: Vendor Relationship Governance

- ✓ Defining roles and responsibilities across vendor relationships
- ✓ Establishing governance forums and review structures
- ✓ Defining decision rights and escalation routes
- ✓ Managing service expectations and relationship commitments
- ✓ Establishing structured communication between organizations
- ✓ Managing governance issues across multiple organizational levels



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Course Outline

✓ DAY 03

Strategic Partnerships and Collaborative Value

Module 5: Partnership Design and Alignment

- ✓ Defining the purpose and strategic objectives of partnerships
- ✓ Assessing complementary capabilities and strategic fit
- ✓ Identifying mutual interests and value opportunities
- ✓ Establishing partnership roles and responsibilities
- ✓ Designing collaboration models and operating principles
- ✓ Aligning partnership objectives with organizational strategy

Module 6: Partnership Governance and Joint Value Creation

- ✓ Establishing partnership governance arrangements
- ✓ Defining joint decision-making mechanisms
- ✓ Managing shared responsibilities and dependencies
- ✓ Developing principles for information and knowledge sharing
- ✓ Identifying opportunities for joint innovation and capability development
- ✓ Maintaining alignment as partnership priorities evolve



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Course Outline

✓ DAY 04

Influence, Negotiation and Relationship Conflict

Module 7: Strategic Influence and Negotiation

- ✓ Understanding sources of influence in organizational relationships
- ✓ Influencing stakeholders without formal authority
- ✓ Understanding interests, positions, and underlying needs
- ✓ Developing negotiation strategies for complex relationships
- ✓ Managing trade-offs and competing organizational priorities
- ✓ Building agreements that protect relationships and organizational interests

Module 8: Conflict and Difficult Relationship Situations

- ✓ Identifying the underlying causes of stakeholder and vendor conflict
- ✓ Distinguishing substantive disagreements from relationship issues
- ✓ Managing conflicting expectations and priorities
- ✓ Addressing difficult conversations with strategic stakeholders
- ✓ Applying escalation and resolution approaches
- ✓ Rebuilding trust following significant relationship challenges



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✓ DAY 05

Strategic Relationship Development and Value Realization

Module 9: Strategic Relationship Development

- ✓ Moving relationships from transactional interaction toward strategic collaboration
- ✓ Developing executive-level relationships and organizational connectivity
- ✓ Building relationship depth across multiple stakeholder levels
- ✓ Strengthening trust, credibility, and organizational confidence
- ✓ Identifying emerging interests and future relationship requirements
- ✓ Developing long-term relationship strategies for strategically important parties

Module 10: Relationship Value Creation and Strategic Alignment

- ✓ Identifying tangible and intangible value generated through strategic relationships
- ✓ Aligning stakeholder, vendor, and partner interests with organizational priorities
- ✓ Identifying opportunities for joint problem-solving and shared value
- ✓ Leveraging strategic relationships to access capabilities, knowledge, and opportunities
- ✓ Managing relationship dependencies and strategic exposure
- ✓ Creating sustainable relationship models that support long-term organizational objectives

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
Sept. 13, 2027	Sept. 17, 2027	5 days	2150.00 \$	Virtual , Online

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