

Stakeholder Management

Discover how understanding stakeholders can help in navigating complex organisations and their dynamics, influence people and encourage collaboration to create positive change.



Training Overview

Large matrix organisations pose multiple challenges and complexities to navigate. It is essential to have the right people skills alongside other technical capabilities to achieve goals in a collaborative, constructive and progressive manner. Knowing how to manage stakeholders is a necessary skill that can be acquired through this training.

Training Objectives

This training teaches participants methods to influence their stakeholders and gain their support, trust and buy-in, to solve complicated problems involving multiple parties, and ultimately create a more collaborative working environment.

At the end of the training, trainees have a clear understanding about the following:

- Theory of Stakeholder Mapping
- How to interest and influence people?
- Understanding a problem from multiple perspectives
- Using an empathy map and creating stakeholder personas
- Principles of asynchronous collaboration
- Creating an effective stakeholder management and communication plan

Target Audience

Open to all.

Prerequisites

None.

Training Content

1. Identifying Stakeholders
 - Stakeholder mapping
 - Definition of a sponsor
 - Identifying a sponsor
2. Understanding Stakeholders
 - Understanding the problem from multiple perspectives
 - Empathy mapping
 - Jobs to be done
3. Managing Stakeholders
 - Position of power
 - Empowerment and autonomy
 - Resistance to change
 - Language of influence
 - Asynchronous collaboration
4. Planning to Engage
 - Stakeholder management plan
 - Stakeholder communications plan

Training Information

Training will be conducted by an experienced trainer and Agile Coach from why innovation!.

Each training will have a maximum of 12 participants.

Duration: 1 days (8 hours)

Location: Singapore/ Hong Kong/ Shanghai

Price: SGD 800/ HKD 4,500/ CNY 3,000

Select more than 1 training to be eligible for a discount.

Related Trainings

1. Storytelling
2. Scrum Product Owner with PSPO I Certification
3. Critical Thinking

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