Accredited Training Provider

Course Title	**Building Stakeholder Relationships**
Course Overview	Creating effective relationships with those who affect or are affected by your objectives is essential for business success. This two day practical course is built around the acronym IMAGE, providing a memorable process that starts with identifying who your stakeholders are through to evaluating the ongoing stakeholder relationship. The course is structured so that delegates have the opportunity to work through the IMAGE process with existing stakeholder scenarios whilst using associated techniques and skills. This includes stakeholder analysis, sources of power, influencing, negotiating and conflict management. Key learning is captured throughout the course and consolidated during the final action planning session.
Target Audience	All those working on small to medium sized projects with significant stakeholder involvement
Duration	2 days
Pre Course work	This course is most effective if delegates work with a real stakeholder scenario during the training.
Programme Modules	Course Modules include: • Who are our stakeholders? • Creating your stakeholder map • Identifying what makes your stakeholder tick • Where is the power in the relationship? • Influencing strategies • Win-win negotiations • Managing conflict