



Get
Future
Ready

Stakeholder Management



Stakeholder Management

In today's fast-paced business world, mastering the art of identifying, understanding, and engaging stakeholders is a game-changer for both personal and organizational success. Stakeholders—whether they're clients, colleagues, senior leaders, or suppliers—are the driving force behind outcomes and progress.

The GP Strategies Stakeholder Management course is your ticket to mastering these essential skills. This dynamic course covers everything from identifying and mapping stakeholders to influencing and communicating effectively. It's a must-have for anyone looking to elevate their stakeholder management game.

Stakeholder Management: Discover the importance of boosting stakeholder relationships and enhancing your stakeholder management practice.

Stakeholder Mapping: Map your stakeholder's influence and refine your stakeholder management strategies.

Influencing Strategies: Build trust and map stakeholder support to identify the most effective influencing strategies.



Behavioral Preference: Utilize the DiSC model to understand different behavioral preferences and adapt your communication approach to match the preferences of various stakeholders.

Finalize Your Stakeholder Plan: Assess your existing relationships with stakeholders to identify areas for improvement. Identify actions to enhance stakeholder engagement and achieve your goals.

The Experience

Part One

The session starts by defining and distinguishing between internal and external stakeholders. A breakout activity follows, focusing on stakeholder management and its importance.

Participants learn about stakeholder mapping and use the Power Interest Grid to plot key stakeholders. In pairs, they discuss their mappings, communication methods, and relationship scores. Next, participants discuss the skills required for effective stakeholder management, as well as the importance of relationship-building and establishing trust.

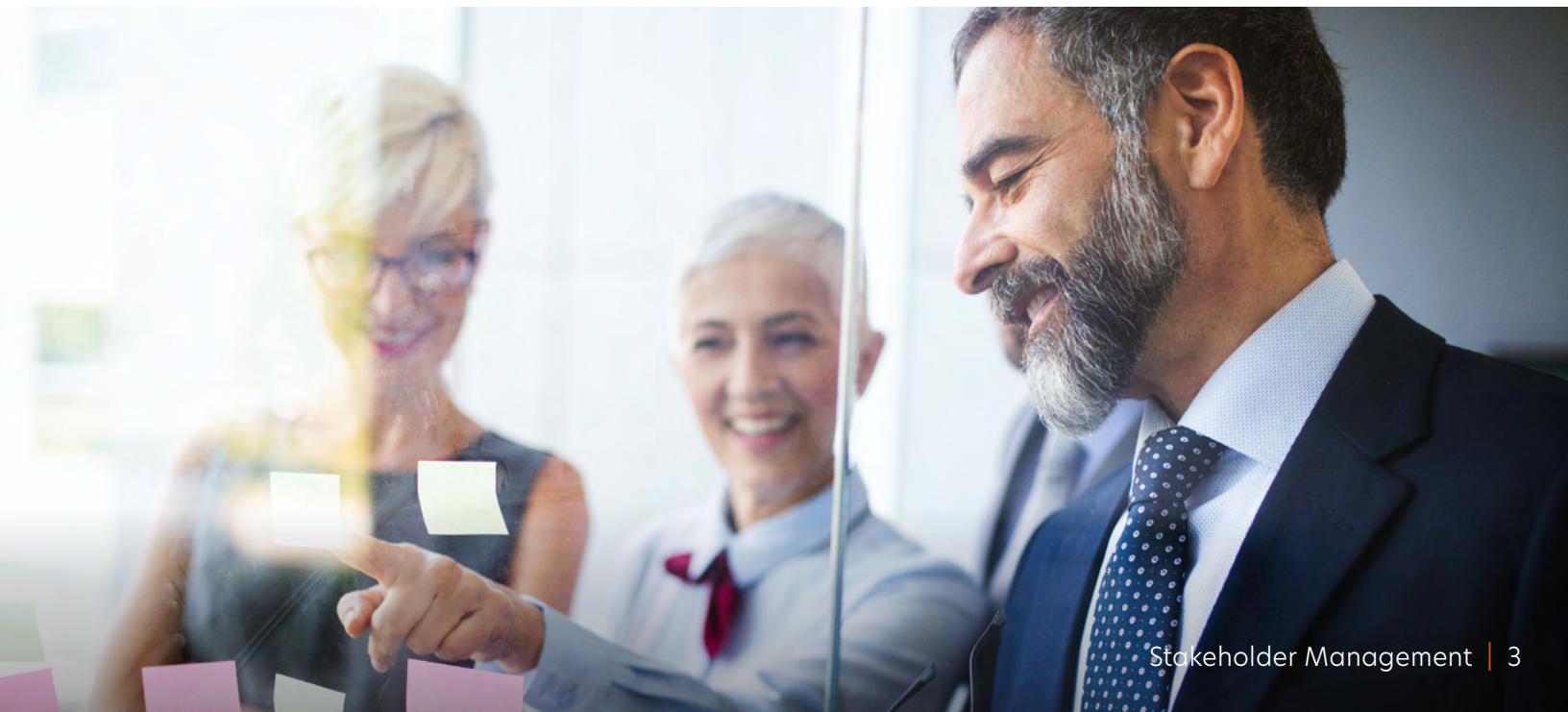
Participants also explore the Four Factors of Stakeholder Trust and the 3 Es of Influencing.

They learn how to select the most effective influencing strategy to establish and maintain trust with stakeholders.

Part Two

After a Part 1 recap, participants focus on behavioral preferences using the DiSC model. They chart their preferences on a virtual whiteboard and discuss the four DiSC quadrants. Participants consider how their behavioral style and the styles of their stakeholders influence communication and collaboration.

The session concludes with action planning. Participants create and share concrete plans for improving stakeholder management and receive feedback from peers.



Objectives

Upon completion of this session, participants will be able to:



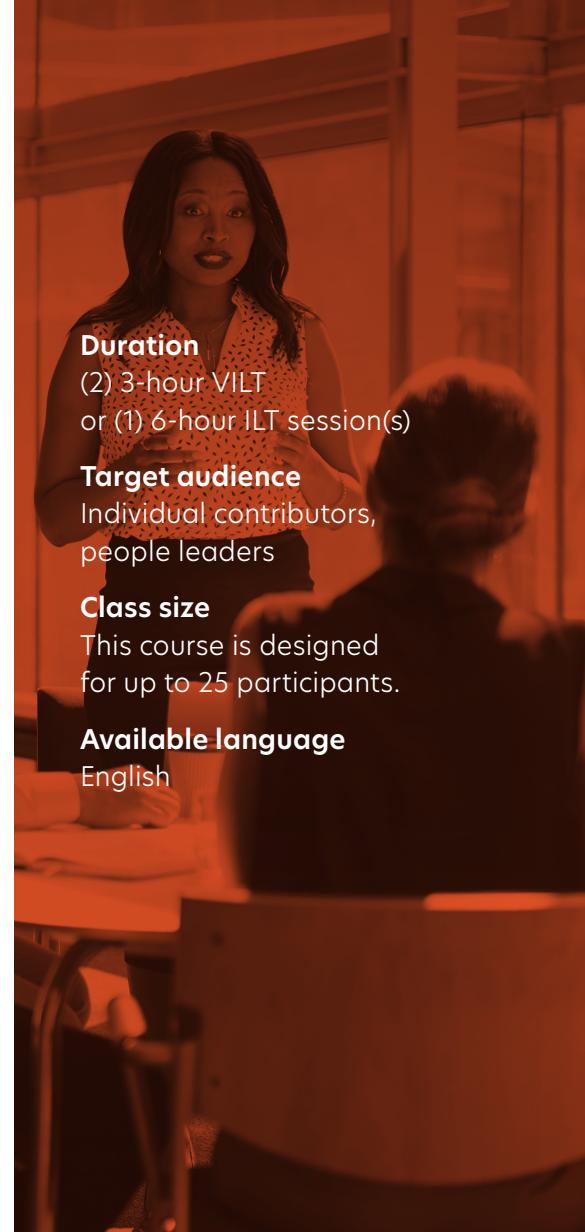
Evaluate the impact of different stakeholder needs, styles, and perspectives.



Identify and enhance the key elements of a beneficial stakeholder relationship.



Create a plan for building and improving business relationships.



Duration

(2) 3-hour VILT
or (1) 6-hour ILT session(s)

Target audience

Individual contributors,
people leaders

Class size

This course is designed
for up to 25 participants.

Available language

English



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