



KIWIHOST

# Stakeholder Engagement Programme



## In Partnership

This workshop is delivered in partnership with our business partners at Impact Corporate Training.

They have trained over 10,000 people around the world in sales, stakeholder engagement, influence, leadership and service. These people are senior managers & project leaders within major financial institutions such as Bank of Queensland, Standard Chartered, HSBC, JP Morgan, AXA, ABN AMRO, VISA, Westpac, ANZ, DBS and RBS.

## Learning Outcomes

By communicating with stakeholders early & frequently, you can:

- Learn about their goals and priorities
- Work out how your project helps them achieve their goals
- Ensure they understand the benefits of your project
- Anticipate their reaction
- Counteract negative perceptions before they take hold
- Use their opinions to shape projects at an early stage
- Avoid expensive, time-consuming remedial action
- Win wide support by demonstrating the mutual benefits of your project
- Improve the quality of your project
- Win more resources, making it more likely your project will be a success
- Make sure your plans take into account all regulatory issues

## Target Group

Anyone who is driving change in an organisation and needs to influence others. These people are usually in roles such as Strategy, Project Management, Sourcing, Operations, Technology, Finance, Product Management, Sales, Service, Marketing, HR, Learning & Development, and Change Delivery.

## Description

In business we all rely on other people to get things done. Everyone affected by what you are doing is a stakeholder, and you need them on your side. Engaging stakeholders and winning their support is crucial to success. Yet most of us do it by hit-and-miss. There is a more effective way.

This workshop uses gamification to immerse the participants in a business of their own. Participants run a simulated business in a competitive environment where they are put under pressure to make decisions. Delegates roleplay stakeholder meetings to practice skills learnt during the workshop.

Our two lead facilitators provide a highly engaging & challenging environment to encourage participants to think about how to work with various stakeholders.

## Key Subject Areas

- Identify, prioritise and engage your stakeholders to appreciate their perspectives, and be open to different opinions
- Gain feedback from your stakeholders as to how you can improve your influencing skills
- Earn the respect of your stakeholders by understanding their business and learning about their interests and priorities
- Develop strategies to work closely with stakeholders and enhance the outcome of your negotiations
- Confidently facilitate stakeholder meetings and manage conflict situations
- Achieve results with a culturally diverse set of stakeholders
- Create a Stakeholder Engagement Plan to apply the skills you learn