

Stakeholder Management & Relationship Building Mastery

5 – 9 September 2027
Istanbul (Turkey)

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A close-up photograph of chess pieces on a checkered board. In the foreground, a large, ornate gold king piece stands prominently. To its left, a smaller silver pawn is visible. Further back, another silver pawn is positioned. The background features a series of concentric, light gray circles that create a sense of depth and focus on the central pieces.

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Ref: 322678_209072 **Date:** 5 – 9 September 2027 **Location:** Istanbul (Turkey) **Fees:** 4200 GBP

Why This Course

Projects and organizational initiatives rarely succeed through technical planning alone. They succeed when the right stakeholders are identified, understood, engaged, and aligned. Stakeholders can influence decisions, provide support, raise concerns, create resistance, or become powerful advocates for success.

Effective stakeholder management is about more than communication. It requires analysis, relationship building, trust, influence, expectation management, negotiation, and the ability to navigate complex human dynamics with professionalism and clarity.

This intensive 5-day course equips participants with advanced skills in stakeholder management and relationship building. Through practical tools, mapping exercises, communication planning, role plays, and project-based applications, participants will learn how to engage diverse stakeholders, manage difficult situations, build lasting partnerships, and drive stronger project outcomes.

What You'll Learn and Practice

By joining this program, you will:

- Understand the principles and value of stakeholder management.
- Identify stakeholders using structured techniques.
- Map and prioritize stakeholders based on influence, interest, impact, and expectations.
- Create a practical stakeholder register.
- Conduct deeper stakeholder analysis to understand needs, concerns, and motivations.
- Develop tailored communication strategies for different stakeholder groups.
- Craft clear and effective messages for key stakeholders.
- Select appropriate communication channels, tools, and engagement methods.
- Build trust, credibility, and long-term stakeholder relationships.
- Manage expectations, perceptions, and competing priorities.
- Apply conflict resolution and negotiation techniques.
- Manage difficult stakeholders with confidence.
- Influence stakeholders without formal authority.
- Integrate stakeholder management into project lifecycles and agile environments.
- Measure and evaluate stakeholder engagement effectiveness.

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A graphic illustration of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a silver knight behind it. The board is checkered, and there are concentric circles in the background.

The Program Flow

Day 1: Foundations of Stakeholder Management

- Introduction to stakeholder management concepts.
- Understanding the role of stakeholders in project and organizational success.
- Stakeholder identification techniques.
- Internal, external, direct, indirect, supportive, neutral, and resistant stakeholders.
- Stakeholder mapping and prioritization.
- Creating a stakeholder register.
- Practical exercise: Building a stakeholder map and register for a project or initiative.

Day 2: Stakeholder Analysis and Communication

- Conducting stakeholder analysis.
- Understanding stakeholder power, influence, expectations, concerns, and interests.
- Developing stakeholder communication strategies.
- Crafting effective messages for different stakeholders.
- Selecting communication channels and tools.
- Managing formal and informal communication flows.
- Workshop: Developing tailored communication strategies for key stakeholders.

Day 3: Building and Managing Stakeholder Relationships

- Relationship-building techniques.
- Building trust and maintaining credibility.
- Understanding stakeholder perceptions and emotional drivers.
- Managing expectations and competing interests.
- Strengthening collaboration and partnership behavior.
- Stakeholder engagement planning.
- Practical exercise: Creating a stakeholder engagement plan for a complex situation.

Day 4: Navigating Challenging Stakeholder Situations

- Conflict resolution strategies.
- Negotiation techniques for stakeholder management.
- Managing difficult, resistant, or high-influence stakeholders.
- Handling disagreement, pressure, and competing priorities.
- Influencing without authority.
- Maintaining professionalism in sensitive stakeholder interactions.
- Role play: Applying conflict resolution techniques in a stakeholder challenge.

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Day 5: Implementing Stakeholder Management in Projects

- Integrating stakeholder management into the project lifecycle.
- Stakeholder engagement during initiation, planning, execution, monitoring, and closure.
- Stakeholder management in agile environments.
- Measuring and evaluating stakeholder engagement.
- Capturing feedback and improving engagement approaches.
- Developing a personal stakeholder engagement toolkit.
- Final activity: Presenting a stakeholder management plan and personal action plan.

Individual Impact

- Strengthen your confidence in managing diverse stakeholder relationships.
- Improve your ability to identify, analyze, and prioritize stakeholders.
- Build stronger communication, negotiation, and conflict resolution skills.
- Enhance your ability to manage expectations and build trust.
- Improve your influence in complex project and organizational environments.
- Develop a personal toolkit for stakeholder engagement and relationship building.

Work Impact

- Improve project success through stronger stakeholder alignment and support.
- Reduce resistance, misunderstanding, and communication gaps.
- Strengthen collaboration between teams, departments, partners, and external stakeholders.
- Improve decision-making through better stakeholder insight and engagement.
- Build stronger trust and credibility around projects and initiatives.
- Support more effective implementation in both traditional and agile environments.

Training Methodology

This program uses a practical and interactive approach to help participants apply stakeholder management tools directly to workplace projects and relationships. Learning methods include:

- Interactive discussions and guided facilitation.
- Stakeholder management case studies.
- Stakeholder identification, mapping, and prioritization exercises.
- Stakeholder register and analysis workshops.
- Communication strategy and message design activities.
- Relationship-building and expectation management scenarios.
- Conflict resolution, negotiation, and influence role plays.
- Project lifecycle and agile stakeholder engagement exercises.
- Peer feedback, facilitator coaching, and personal action planning.

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A graphic illustration of a chessboard with several chess pieces. A large gold king piece is prominent in the foreground, with a silver pawn and a gold pawn nearby. The background shows concentric circles emanating from behind the king piece.

Beyond the Course

Upon completion, participants will be prepared to manage stakeholders with greater structure, confidence, and influence. They will return ready to:

- Create comprehensive stakeholder management plans.
- Develop tailored communication strategies for key stakeholders.
- Build stronger relationships based on trust and credibility.
- Apply conflict resolution techniques in challenging stakeholder situations.
- Influence stakeholders even without formal authority.
- Use a personal stakeholder engagement toolkit to support project and organizational success.

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