

Advanced Shareholder Management

Engaging Key Shareholders and Handling Their Potentials

Introduction

Your ability to manage stakeholder interactions with confidence will improve after taking this Course N Carry Advanced Shareholder Management training course. Stakeholders are the centre of the modern workplace, and they include suppliers, consumers, workers, shareholders, financiers, and many more. Project working usually broadens the scope of stakeholders by creating indirect reporting lines that frequently cut across organisational or functional boundaries. While command and control management proved to be an effective approach in the past, today's high priority stakeholders demand much more in the way of relationship analysis and productive management.

You will learn from concise, focused theory blocks covering best practices, interactive exercises that mimic stakeholder management scenarios, case study analysis, how to evaluate audiovisual materials, and much more by taking this training course. Additionally, you will learn how to analyse stakeholder encounters using Reflective Practice, a useful process that results in the creation of impactful lessons that you can apply to your future work to boost your effectiveness and impress individuals at all organisational levels.

This training programme on advanced shareholder management will emphasise:

- Important considerations when collaborating with high-priority stakeholders
- Utilising a well-defined stakeholder management procedure to guarantee a sensible strategy
- Separating those with high priority from others
- Building the essential connections with the top priority stakeholders
- Managing under pressure and finding constructive ways to settle disputes.

Objectives

Upon completion of this Advanced Shareholder Management course, you will have the ability to:

- Gain knowledge of the stakeholder environment.
- Create plans and tactics that result in success.
- Develop effective strategies to control stakeholder expectations.
- Make positive changes from difficult circumstances
- Gain information from experience and continuously enhance your abilities, methods, and capabilities.

Training Methodology

About three-quarters of the activities in this Course N Carry Advanced Shareholder Management training course are highly interactive and include case study analysis, role plays, and other simulations in addition to frequent viewing and interpretation of video content. The course is structured around a series of brief theory blocks. In addition to receiving comments from their peers, participants will gain from the course's highly qualified instructor.

Organizational impacts

The organisation will reap benefits upon the participants' return from the Advanced Shareholder Management training session.

- Improved project results due to a better comprehension of stakeholder needs
- Lower project costs as a result of early, clearer expectations setting
- Delivery of project benefits more quickly as a result of early agreements that quicken the timeline
- More output as a result of improved stakeholder relations
- Increased morale as a result of fewer conflicts
- More time to dedicate to attaining favourable results

Personal Impact

Delegates to the Advanced Shareholder Management training programme will be qualified to:

- Engage with high-priority stakeholders with assurance.
- Evaluate the stakeholder ecosystem in a methodical way.
- Recognise the needs and expectations of their stakeholders
- Create plans for managing stakeholders based on suitable tactics.
- Oversee the personal connections with key stakeholders at all levels.
- By engaging in reflective practice, foster ongoing learning and further develop their abilities.

Who should attend?

Anyone who must deal with high-priority stakeholders in their professional capacity would benefit immensely from this Advanced Shareholder Management training course. This course is designed for those who have some past experience managing stakeholders, such as

- Managers and executives
- Supervisors and junior managers
- Professional employees and managers, such as those in HR, finance, and other business areas
- Individuals working on activities related to transformation internal advisors
- Employees in the PMO, project, and programme

Course Outline

Day 1

The Fundamentals of Managing Stakeholders

- Self-evaluation of present proficiency levels and identification of growth areas
- The process, phases, and lifetime of stakeholder involvement
- The possible consequences of improperly executed stakeholder participation
- Stakeholder engagement's negative aspects and how to prevent them
- Important success criteria for fruitful stakeholder engagements

Day 2

Creating a Fitting Personal Brand and Presenting a Powerful Image

- What does acceptable imply, and what is a personal brand?
- The components of a successful personal brand are performance, authenticity, values, education, experience, personality, and consistency.
- Creating your "elevator pitch" and value proposition
- How to produce reports and presentations that wow stakeholders
- Getting in touch with senior stakeholders

Day 3

Evaluating the Highest Concerned Parties

- Circles of Influence, various frameworks, and how to use them
- A variety of frameworks with advantages and disadvantages for determining stakeholder priority
- The behaviours, needs, worries, and self-image of stakeholders
- Social style: a thorough examination of the method; swiftly assess stakeholder behaviour and choose how to react for a favourable result.
- Powerless influence, strategies, and recommendations for having a significant impact

Day 4

Including and Managing Your Participants

- Recognising certain issues and adjusting the messaging appropriately
- Drafting a customised plan for stakeholder engagement and messaging
- Arranging and running stakeholder gatherings
- Handling conflicts and achieving a positive result

Day 5

Reaching Successful Agreements

- The bargaining procedures
- Creating a posture of negation
- Employing a principled stance during negotiating
- Managing obstacles
- Guiding discussions towards solutions that benefit both parties