

# Advanced Stakeholder Management - Becoming a More Influential Leader

*Gain Insights into the Reasons behind Successful Stakeholders  
– Ability to Identify, Manage and Influence*

19th - 20th March 2025

24th - 25th June 2025

Kuala Lumpur (In Person) / Online Training

## Major Benefits of Attending

- **UNDERSTAND** that managing your key stakeholders requires you to first become more personally effective
- **RECOGNIZE** that 'unconscious' or natural stakeholder management is actually what makes top people successful today and that your level of personal effectiveness is a key building block in managing your stakeholders successfully
- **LEARN** how to improve your own level of personal effectiveness by understanding your predictable strengths and weaknesses
- **IDENTIFY** and **MAP** your own previously unidentified stakeholders
- **CREATE** your own influence map to identify your own much less obvious stakeholders
- **BUILD** your negotiation skills to get more of what you need from others to be successful in your business
- **RECOGNISE** that in project management, stakeholder management knowledge is often a critical, missing link that you must address
- **CREATE** your own stakeholder communication plan to implement immediately back at work
- **UNDERSTAND** the vital importance of successful stakeholder management to leaders and the role that personal effectiveness has to play in it.

## Course Methodology

Client has the option to choose to participate either below method.

**Online Course :** This course will be conducted via Zoom.

**Kuala Lumpur Hotel:** This course will be conducted at the hotel with the trainer on site. Participants will need to bring their own laptop. Lunch/Dinner and 2 networking breaks will also be provided.

In conjunction with the Fasting Month of Ramadhan, all our Muslim Delegates would be given Complimentary Dinner Buffet Vouchers to remunerate the usual Lunch Buffet. Each fasting delegate will receive One (1) Voucher per Training Day. These vouchers are redeemable for dine-in in HOTEL VENUE, valid during Ramadhan month only.

## Why you Should Attend?

As a director or senior manager have you ever wondered why some colleagues rise so rapidly in the organisation while the majority make, at best, steady progress as far as their career development is concerned? Have you also considered why those same people seem to have the edge when it comes to the allocation of scarce resources, for example the annual budget round?

Yes, well then this workshop will provide you with some real insight into the reasons why these individuals become so successful – it is usually directly related to their ability to identify, manage and influence their key stakeholders effectively.

You will then learn how to do what they are doing via a series of highly interactive exercises and techniques to achieve this. Last but not least, you will create your own Stakeholder and Influence Map to identify your previously unidentified stakeholders along with the much less obvious ones who often have disproportionately large amounts of influence over the key decision makers.

## Who Should Attend?

This workshop is specifically designed for:

- ✓ Business Leaders
- ✓ Line Leaders
- ✓ Managing Directors
- ✓ Vice Presidents
- ✓ Assistant Vice Presidents
- ✓ Directors of HR and Corporate Support
- ✓ Learning/Organisation Development

Organized by:



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