informatech



PROJECT MANAGEMENT | PM-004

Managing Project Stakeholders

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Course content

Why Attend

The overall aim of this course is to assist participants in identifying project stakeholders and managing their expectations. Participants will learn how to develop stakeholder management plans, stakeholder registers, and strategies for effectively engaging stakeholders in project decisions and execution.

The course also aims at sharpening participants' leadership, negotiation, communication, and conflict management skills to foster the appropriate stakeholder engagement in project decisions and activities.

Course Methodology

The course uses a mix of interactive techniques, such as brief presentations by consultant and participants coupled with a number of psychometric assessments. The course also features the use of a number of group exercises and case studies followed by plenary discussions.

Course Objectives

By the end of the course, participants will be able to:

- Categorize project stakeholders and build the stakeholder management plan
- Analyze the interest and influence of project stakeholders
- Arrange the stakeholder communication channels and manage stakeholder conflicts
- Choose the appropriate leadership style for each project stakeholder
- Apply win-win negotiation techniques with project stakeholders

Target Audience

Project managers, members of project offices, project sponsors, functional managers, senior management and individuals interested in project stakeholder management. Meirc has been reviewed and approved by the PMI® Authorized Training Partner Program. This course is worth 30 Professional Development Units (PDUs).



Course content

Target Competencies

- Managing projects
- Planning
- Leading
- Communicating
- Conflict resolving
- Negotiating

Course outline

Stakeholder management overview

Defining project stakeholders

APM Definition

PMI Definition

A practical definition of project stakeholders

Stakeholders management skills set

Technical skills

Business insights

People skills

Categorizing and prioritizing project stakeholders

Dimensions of stakeholders categorization

Power and interest matrix

Power and influence matrix



Course content

Course outline

Power and knowledge matrix

Stakeholders engagement assessment matrix

Developing stakeholder register

Stakeholder management plan

Stakeholder groups classification

Managing project stakeholder communications

Stakeholder communication plan

Stakeholder communication channels

Holistic approach to communication

Managing stakeholders in a virtual world

Managing difficult stakeholders

Managing project stakeholders conflicts

Conflict management styles

Factors affecting conflict modes

Leading project stakeholders

Project managers as leaders

Disciplines of leading project stakeholders

Leadership time continuum

Leadership capability continuum

The leadership matrix

The leadership matrix actions

Choosing the right leadership style for stakeholders



Course content

Course outline

Situational leadership model

Negotiating with project stakeholders

Types of negotiations

Negotiation mindsets

Critical concepts of win-win negotiation

Characteristics of good negotiators

Negotiations and building coalitions

Stages of negotiation process

Negotiation strategies

Negotiation best practices



Seminar dates

Available seminar dates

Live dates and pricing for Managing Project Stakeholders generated from the course details page.

Date	Location	Format	Fee
7 - 11 December 2026	Rome - Italy	Classroom	**€3,400.-**
11 - 15 January 2027	Cape Town - South Africa	Classroom	**€3,400.-**
8 - 12 February 2027	Barcelona - Spain	Classroom	**€3,080.-**
8 - 12 March 2027	Paris - France	Classroom	**€3,600.-**
12 - 16 April 2027	Frankfurt - Germany	Classroom	**€2,600.-**
10 - 14 May 2027	Barcelona - Spain	Classroom	**€3,080.-**
14 - 18 June 2027	Frankfurt - Germany	Classroom	**€2,600.-**
12 - 16 July 2027	Rome - Italy	Classroom	**€3,400.-**
9 - 13 August 2027	Vienna - Austria	Classroom	**€3,400.-**
13 - 17 September 2027	Barcelona - Spain	Classroom	**€3,080.-**
11 - 15 October 2027	Paris - France	Classroom	**€3,600.-**
8 - 12 November 2027	Frankfurt - Germany	Classroom	**€2,600.-**
13 - 17 December 2027	Barcelona - Spain	Classroom	**€3,080.-**

Live online option	Online delivery is available at €1,850.-.