

# aractech

Global Learning for Operational Leaders



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

- 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).
- Target Competencies
- Managing projects
- Planning

# Course outline

## Detailed course outline

Module-by-module outline for Managing Project Stakeholders.

### Module 1 - Stakeholder management overview

### Module 2 - Defining project stakeholders

- APM Definition
- PMI Definition
- A practical definition of project stakeholders

### Module 3 - Stakeholders management skills set

- Technical skills
- Business insights
- People skills

### Module 4 - Categorizing and prioritizing project stakeholders

- Dimensions of stakeholders categorization
- Power and interest matrix
- Power and influence matrix
- Power and knowledge matrix
- Stakeholders engagement assessment matrix
- Developing stakeholder register

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Module-by-module outline for Managing Project Stakeholders.

### Module 5 - 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

# Seminar dates

## Available seminar dates

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

Date	Location	Format	Fee
11 - 15 May 2026	Istanbul	Classroom	€1,995
8 - 12 June 2026	Vienna	Classroom	€2,975
6 - 10 July 2026	Barcelona	Classroom	€2,695
10 - 14 August 2026	Paris	Classroom	€3,150
14 - 18 September 2026	Frankfurt	Classroom	€2,275
5 - 9 October 2026	Barcelona	Classroom	€2,695
16 - 20 November 2026	Frankfurt	Classroom	€2,275

**Live online option**

Online delivery is available at €1,250.