

COURSE OBJECTIVE

This one-day training is aimed at helping project managers,

- (a) identify stakeholders and their needs
- (b) improve stakeholder engagement
- (c) learn how to communicate effectively
- (d) manage politics among the stakeholders
- (e) maximize stakeholder influence

KEY TOPICS

- ☞ Models for stakeholder engagement
- ☞ Barriers to stakeholder management
- ☞ Relevance of Communication & Interpersonal skills
- ☞ Managing conflicts and politics of stakeholder management
- ☞ Influencing Stakeholder support and outcomes
- ☞ Tools and Techniques that Project Managers should learn and apply

KEY TAKE-AWAYS

- ☞ Develop a framework for managing stakeholders
- ☞ Learn to apply subtle tools for influencing stakeholder behavior
- ☞ Understand and overcome barriers to manage stakeholders



WORKSHOP INSIGHTS

While it is important to focus on managing the triple constraints, the risks and the quality in a project, the success in a project cannot be realized without the active support of the stakeholders. Having realized the importance of this aspect of Project Management, PMI has made this a separate knowledge area in PMBOK 5.

Very often, managing stakeholders is deeper than the level of behaviour which can be described, analysed and addressed in terms of what people understand. Most of the times the 'deeper human issues' that hurt collaboration come in the way of understanding and influencing the stakeholders. Successful project managers must understand and handle the deeper behavioural aspects of managing relationships with the stakeholders and the outcomes with the same level of precision and care with which they handle the planning, execution and controlling of the project.

This workshop teaches the participants to understand the fundamental questions related to what influences the behaviour of stakeholders towards the project and the team. It is a must for leaders and teams who desire to optimize collaboration and influence outcomes and effectively overcome the hurdles they face in managing stakeholders. It will help participants to develop a deeper understanding of the stakeholder challenges that may have seemed insurmountable. It will help them master the Art of Managing Stakeholder relationships and enable them improve the overall performance of the project.

“A transformational workshop that has huge implications for leadership and the bottomline.”

**~ Vice President, Human Resource
Participant Organization**

“It was very helpful to learn something that we can apply everyday, which does not just correct our outward behaviour, also our innate thinking. I would recommend this to everyone especially for those of us who are just starting out in their supervisory roles. This will definitely help to empower us to be a better in all aspects of our lives!”

Past Participant

FEE STRUCTURE

PMI Members and Non-Members
INR 14,500.00 + service tax

PMI Bangalore Chapter Members
INR 13,500.00 + service tax

Registration closes on February 28, 2014

Each participant will receive a copy of
"Leadership and Self-Deception" book worth
INR 260/-

REGISTRATION

Date: 08 March 2014 (Saturday)

Time: 9.00am - 6.00pm

**Venue: The Chancery Pavilion,
Residency Road, Bangalore-25**

Online

<http://pmenrich.pmibangalorechapter.org>
Registration closes on February 28, 2014

Payment Mode

Credit Card, Debit Card and NetBanking
accounts of some of the major banks in India.

*PMI Credential holders are eligible for 7 PDUs
after attending the program.*

FACILITATORS



Venkatesh Seshadri, a former Director from Deutsche Bank Group is an Arbinger Facilitator and an Executive Coach. He consults for International Banks and coaches senior managers in various companies helping them maximise their potential and become more effective.



Shankar Thayumanavan, PMP is a passionate Arbinger facilitator and consultant and has handled complex programs in Accenture and Deutsche Bank group as a Delivery Manager.

Shankar has been in strategic roles in large outsourcing engagements of upto 1000 at IBM and has driven transformational initiatives in Accenture Technology Consulting with divergent stakeholder interests.

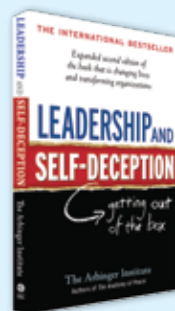
ABOUT ARBINGER

Headquartered in the United States, with the Singapore office spearheading the South East Asian efforts, The Arbinger Institute enables organizations and individuals to solve their deepest and most difficult people problems—problems that have persisted despite all efforts to solve them.

Combining the results of four decades of groundbreaking scholarly work on the phenomenon known as self deception, Arbinger has built a simple yet profoundly effective framework for improving the influence of every leader and individual, whether at home or in the work place.

Our consultants work with diverse businesses, government bodies, and institutions in invoking radical changes to the way the organization optimizes responsibility, collaboration, accountability and influence by *transforming it's most valuable asset – the relationships people have with each other!*

Arbinger's work is being used successfully in the areas of Leadership development, Change Management, Creating High Performing 'WoW' Teams, Conflict Transformation and more.



The workshop is based on Arbinger's International Bestseller, "*Leadership and Self Deception – Getting Out of the Box.*"

CONTACT INFORMATION

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