

# Washington Technology Power Training

## Mastering Stakeholder Engagement: Improving Daily Communications & Interactions

Instructor

Jim Allen, Jr.

Aug 2, 2019

Sept 13, 2019

Tower Club at Tysons Corner

Skyline Room - DC

8:30am to 4:30pm

Breakfast/Snacks/Lunch *Provided*

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### This Workshop Is Designed To Help Program/Project Managers Address Their Daily Challenges

Workshop offers case studies, in-classroom group and individual exercises, roll play, strategies, templates and tools.

Learn how to understand the roles, skills and activities that drive top line growth

How to align to stakeholder goals and how to deal with difficult conversations without losing trust.

#### Challenges Address At The Workshop:

- Fear of losing a stakeholders trust
- Misunderstanding of client's needs, expectations & goals
- Frustrated by changes to business rules after a project has begun
- Worried about managing scope creep/handling competing priorities
- Fear of setting expectations upfront with stakeholders about shortfalls and resources
- Troubled by lack of understanding of corporate policies by some partners and stakeholders
- Expected to find new opportunities from leadership to expand relationships, while managing current project objectives
- Overwhelmed by daily changes and options to current requirements from stakeholders, and still expected to meet weekly deliverable

#### Upon Completion Graduates Are Able To:

- Align to stakeholder goals and build/rebuild a trusting relationship
- Learn the why and how of stakeholder needs to have delicate and difficult discussions without losing trust
- Manage expectations without always having to say "yes" to every request and still maintain long term relationships
- Translate program progress in the language stakeholders understand
- Set expectations and timelines with team/stakeholders to keep scope in tact
- Work with team to learn how to recognize opportunities and be more consultative with stakeholders and partners
- Improve Program and Project Management skills through tools, templates and strategies provided at the workshop
- Share applications/knowledge from workshop with their own teams