

Stakeholder Management in Procurement

Brussels (Belgium)

17 - 21 March 2025

UK Training

PARTNER



Stakeholder Management in Procurement

Code: SC28 From: 17 - 21 March 2025 City: Brussels (Belgium) Fees: 4400 Pound

Introduction

This comprehensive 5-day course is designed to equip professionals with advanced knowledge and practical skills for managing stakeholders in procurement. The course will focus on the best practices, tools, and strategies required for effectively engaging with various stakeholders. Participants will explore methods for building strong relationships, mastering communication techniques, and resolving conflicts to achieve procurement objectives. By the end of the course, attendees will have the skills to navigate complex stakeholder dynamics and drive successful procurement processes.

Course Objectives

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

- Develop Advanced Stakeholder Management Strategies - Learn to create and implement robust strategies for managing stakeholders in procurement.
- Identify Key Stakeholders - Assess the needs, interests, and influence of stakeholders in the procurement process.
- Utilize Communication & Negotiation Techniques - Master the art of managing stakeholder expectations through effective communication and negotiation.
- Handle Complex Stakeholder Conflicts - Learn strategies for resolving conflicts and managing situations where stakeholder interests conflict.
- Strengthen Collaborative Relationships - Enhance your ability to build and maintain productive stakeholder relationships while mitigating risks in procurement.

Course Outlines

Day 1: Introduction to Stakeholder Management in Procurement

- Understanding Stakeholder Mapping and Identification
- Analyzing Stakeholder Interests, Needs, and Influence
- The Role of Procurement in Stakeholder Management
- Key Stakeholder Relationship Types Internal vs. External Stakeholders

Day 2: Advanced Communication Techniques for Stakeholder Engagement

- Effective Communication Models and Strategies
- Managing Expectations through Clear and Transparent Communication
- Leveraging Digital Tools for Stakeholder Communication
- Building Trust and Credibility with Stakeholders

UK Training

PARTNER



Day 3: Negotiation Strategies for Procurement Stakeholders

- Understanding Stakeholder Motivations and Priorities
- Advanced Negotiation Techniques for Procurement Professionals
- Conflict Resolution and Stakeholder Mediation
- Creating Win-Win Solutions in Procurement Deals

Day 4: Managing Stakeholder Conflicts and Difficult Conversations

- Identifying Potential Sources of Conflict
- Techniques for Managing and Resolving Conflicts Effectively
- Dealing with Difficult Stakeholder Situations and Managing Resistance
- Maintaining Professionalism in Challenging Conversations

Day 5: Strategic Stakeholder Engagement and Risk Management

- Aligning Stakeholder Goals with Organizational Procurement Objectives
- Proactive Stakeholder Risk Management and Mitigation Strategies
- Evaluating and Adjusting Stakeholder Engagement Plans
- Measuring the Success of Stakeholder Management in Procurement

Why Attend This Course: Wins & Losses!

- Master Stakeholder Management - Gain advanced skills for managing procurement stakeholders effectively.
- Enhance Communication Skills - Learn how to use communication strategies that build trust and ensure transparency.
- Negotiate Effectively - Acquire expert negotiation techniques to handle even the most complex stakeholder situations.
- Resolve Conflicts Successfully - Discover methods for conflict resolution and mitigating risks in procurement.
- Strengthen Collaborative Relationships - Learn how to align stakeholder goals with organizational procurement objectives to achieve long-term success.
- Proactive Risk Management - Develop skills for anticipating and mitigating stakeholder risks, ensuring smoother procurement processes.
- Boost Career Development - Increase your professional capabilities and position yourself for greater success in procurement management.

Conclusion

This course is designed to provide you with the advanced tools, techniques, and strategies required to effectively manage stakeholders in procurement. By mastering communication, negotiation, conflict resolution, and risk management, you will be better equipped to drive procurement success and build lasting relationships with key stakeholders.

The skills gained in this course will empower you to navigate complex procurement challenges and contribute to the long-term success of your organization.

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) on it, set against a background of concentric circles. The text 'UK Training PARTNER' is overlaid on the right side of the board.

UK Training
PARTNER

Blackbird Training Cities

Europe



Malaga (Spain)



Sarajevo (Bosnia and Herzegovina)



Oporto (Portugal)



Glasgow (Scotland)



Edinburgh (UK)



Oslo (Norway)



Annecy (France)



Bordeaux (France)



Copenhagen (Denmark)



Birmingham (UK)



Lyon (France)



Moscow (Russia)



Stockholm (Sweden)
(Netherlands)



Podgorica (Montenegro)



Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)



Paris (France)



Barcelona (Spain)



Munich (Germany)



Geneva (Switzerland)



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels (Belgium)



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich (Switzerland)



Manchester (UK)



Milan (Italy)



Blackbird Training Cities

USA & Canada



Los Angeles (USA)



Orlando, Florida (USA)



Online



Phoenix, Arizona (USA)



Houston, Texas (USA)



Boston, MA (USA)



Washington (USA)



Miami, Florida (USA)



New York City (USA)



Seattle, Washington (USA)



Washington DC (USA)



In House



Jersey, New Jersey (USA)



Toronto (Canada)

Africa



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney (Australia)



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)
(Indonesia)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Pulau Ujong (Singapore)



Jakarta



Amman (Jordan)



Beirut (Lebanon)

UK Training
PARTNER

Blackbird Training Cities

Asia



Kigali (Rwanda)



Cape Town (South Africa)



Accra (Ghana)



Lagos (Nigeria)



Marrakesh (Morocco)



Nairobi (Kenya)



Zanzibar (Tanzania)



Tangier (Morocco)



Cairo (Egypt)



Sharm El-Sheikh (Egypt)



Casablanca (Morocco)



Tunis (Tunisia)



Blackbird Training Clients



UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Professional Skills
Finance, Accounting, Budgeting
Media & Public Relations
Project Management
Human Resources
Audit & Quality Assurance
Marketing, Sales, Customer Service
Secretary & Admin
Supply Chain & Logistics
Management & Leadership
Agile and Elevation

Technical Courses

Hospital Management
Public Sector
Special Workshops
Oil & Gas Engineering
Telecom Engineering
IT & IT Engineering
Health & Safety
Law and Contract Management
Customs & Safety
Aviation
C-Suite Training



 International House 185 Tower Bridge
Road London SE1 2UF United Kingdom

 +44 7401 1773 35
+44 7480 775526

 Sales@blackbird-training.com

 www.blackbird-training.com

UK Training
PARTNER

