

Stakeholder Management in Procurement

Kuala Lumpur (Malaysia)

18 - 22 August 2025

UK Training

PARTNER



Stakeholder Management in Procurement

Code: SC28 From: 18 - 22 August 2025 City: Kuala Lumpur (Malaysia) Fees: 4200 Pound

Introduction

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

Why is stakeholder management important in procurement? Understanding the stakeholder management process ensures a smooth procurement journey, minimizes risks, and strengthens relationships, contributing to better outcomes for organizations.

Course Objectives

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

- Develop Advanced Stakeholder Management Strategies: Learn how to create and implement robust stakeholder management strategies tailored for 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 stakeholder management.
- 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 in procurement.
- The role of procurement in stakeholder management.
- Key Stakeholder Relationship Types: Internal vs. external stakeholders.

Day 2: Advanced Communication Techniques for Stakeholder Engagement

- Effective stakeholder management using communication models and strategies.

UK Training
PARTNER



- Managing expectations through clear and transparent communication.
- Leveraging digital tools for stakeholder communication.
- Building trust and credibility with stakeholders to facilitate strong procurement relationships.

Day 3: Negotiation Strategies for Procurement Stakeholders

- Understanding stakeholder motivations and priorities in procurement.
- Advanced negotiation techniques for procurement professionals.
- Conflict resolution and stakeholder mediation in procurement deals.
- Creating win-win solutions that benefit all parties involved.

Day 4: Managing Stakeholder Conflicts and Difficult Conversations

- Identifying potential sources of conflict in procurement processes.
- Techniques for managing and resolving conflicts effectively.
- Dealing with difficult stakeholder situations and overcoming resistance.
- Maintaining professionalism during 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 for optimal outcomes.
- 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 through robust stakeholder management strategies.
- Enhance Communication Skills: Learn how to use communication strategies that build trust, transparency, and alignment among stakeholders.
- Negotiate Effectively: Acquire expert negotiation techniques to handle even the most complex stakeholder situations.
- Resolve Conflicts Successfully: Discover methods for conflict resolution and managing risks in procurement.
- Strengthen Collaborative Relationships: Learn how to align stakeholder goals with organizational procurement objectives to ensure successful, long-term outcomes.
- 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 stakeholder management in procurement.

Conclusion

This course provides you with the advanced tools, techniques, and strategies needed 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 from this course will empower you to navigate complex procurement challenges, ensuring the

UK Training
PARTNER





long-term success of your organization. With a deep understanding of stakeholder management in procurement, you will contribute to optimizing procurement processes and fostering more strategic, positive relationships with stakeholders.

A graphic of a chessboard with several pawns. A large gold king piece is prominent in the foreground, with several smaller silver and gold pawns behind it. The board is a checkered pattern of light and dark squares, with concentric circles radiating from behind the king piece.

UK Training
PARTNER

Head Office: +44 7480 775 526
Email: Sales@blackbird-training.com
Website: www.blackbird-training.com

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)



Podgorica (Montenegro)



Batumi (Georgia)



London (UK)



Istanbul (Turkey)



Amsterdam



Düsseldorf (Germany)
(Switzerland)



Paris (France)



Athens (Greece)



Barcelona (Spain)



Munich (Germany)



Geneva



Prague (Czech)



Vienna (Austria)



Rome (Italy)



Brussels



Madrid (Spain)



Berlin (Germany)



Lisbon (Portugal)



Zurich



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)

ASIA



Baku (Azerbaijan)
(Thailand)



Maldives (Maldives)



Doha (Qatar)



Manila (Philippines)



Bali (Indonesia)



Bangkok



Beijing (China)



Singapore (Singapore)



Sydney



Tokyo (Japan)



Jeddah (KSA)



Riyadh (KSA)



Melbourne (Australia)
Korea



Phuket (Thailand)



Dubai (UAE)



Kuala Lumpur (Malaysia)



Kuwait City (Kuwait)



Seoul (South)



Pulau Ujong (Singapore)



Irbid (Jordan)



Jakarta (Indonesia)



Amman (Jordan)



Beirut

UK Training
PARTNER

Blackbird Training Cities

AFRICA



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

 <p>MANNAI CORPORATION MANNAI Trading Company WLL, Qatar</p>	 <p>GAC UNE FILIALE D' EGA Alumina Corporation Guinea</p>	 <p>Booking.com Booking.com Netherlands</p>	 <p>OXFAM Oxfam GB International Organization, Yemen</p>	 <p>Capital Markets Authority Kuwait</p>
 <p>WS Waltersmith Petroman Oil Limited Nigeria</p>	 <p>QNB Qatar National Bank (QNB), Qatar</p>	 <p>Qatar Foundation Qatar</p>	 <p>AFRICAN UNION ADVISORY BOARD ON CORRUPTION Tanzania</p>	 <p>KFAS KFS Kuwait</p>
 <p>Reserve Bank of Malawi Malawi</p>	 <p>Central Bank of Nigeria Nigeria</p>	 <p>Ministry of Interior Kingdom of Saudi Arabia KSA</p>	 <p>Mabruk Oil Company Libya</p>	 <p>Saudi Electricity Company KSA</p>
 <p>BPKH Badan Pengelola Keuangan Haji BADAN PENGELOLA KEUANGAN Haji, Indonesia</p>	 <p>NATO Italy</p>	 <p>ENI ENI CORPORATE UNIVERSITY, Italy</p>	 <p>GULF BANK Kuwait</p>	 <p>General Organization for Social Insurance KSA</p>
 <p>Defence Space Administration Nigeria</p>	 <p>National Industries Group (Holding), Kuwait</p>	 <p>Hamad Medical Corporation Qatar</p>	 <p>USAID Pakistan</p>	 <p>STC STC Solutions, KSA</p>
 <p>North Oil Company North Oil company,</p>	 <p>EKO EKO Electricity</p>	 <p>OMAN BROADBAND Oman Broadband</p>	 <p>UNITED NATIONS UN.</p>	 <p>Authority for Electricity Regulation, Oman Authority for</p>

UK Training
PARTNER

Blackbird Training Categories

Management & Admin

Entertainment & Leisure
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

Artificial Intelligence (AI)
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

A graphic of a chessboard with several chess pieces. A large gold king piece is in the foreground, with a silver pawn and a silver knight behind it. The text 'UK Training' is in a small, black sans-serif font, and 'PARTNER' is in a large, bold, black sans-serif font.

UK Training
PARTNER