BLACKBIRD FOR TRAINING

Building Trust and Influencing Stakeholders

17 – 21 May 2027
Madrid (Spain)



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Introduction

In today's professional world, success depends on the ability to build trust with stakeholders and influence them effectively to achieve shared goals. Trust is the foundation of strong relationships, and influence is the key to driving impactful outcomes.

The Building Trust and Influencing Stakeholders course is designed to equip participants with the skills needed to foster credibility, strengthen relationships, and effectively manage stakeholder dynamics. Through practical strategies and real-world applications, you'll learn how to navigate complex challenges and achieve positive results.

Course Objectives

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

- Understand the importance of trust in building strong stakeholder relationships.
- Learn strategies to enhance credibility and foster trust.
- Develop skills for effective communication with diverse stakeholders.
- Master techniques for resolving conflicts and addressing resistance.
- Identify and manage stakeholder needs and expectations effectively.
- Strengthen your ability to influence decisions with confidence and integrity.
- Build long-term, collaborative partnerships with key stakeholders.
- Navigate complex stakeholder dynamics with practical strategies.
- Enhance emotional intelligence to build rapport and trust.
- Apply tools to gain stakeholder buy-in and achieve shared goals.

Course Outlines

Day 1: Foundations of Building Trust in Professional Relationships

- Explore the core principles of building trust.
- Understand the role of trust in professional relationships.
- Assess your strengths and areas for improvement in trust-building.
- Learn key behaviors that foster trust with stakeholders.



Day 2: Effective Communication with Stakeholders

- Develop active listening skills to understand stakeholder needs.
- Learn strategies for clear and persuasive communication.
- Adapt your communication style to diverse stakeholder groups.
- Build rapport through empathy and emotional intelligence.

Day 3: Influencing Stakeholders with Integrity

- Understand the psychology of influence in stakeholder interactions.
- Develop strategies to align stakeholder goals with organizational objectives.
- Learn ethical techniques to persuade and gain stakeholder buy-in.
- Analyze case studies of successful influence strategies.

Day 4: Managing Conflicts and Overcoming Resistance

- Identify common causes of stakeholder resistance.
- Learn techniques to resolve conflicts and handle challenging conversations.
- Practice strategies to turn resistance into collaboration opportunities.
- Build confidence in managing complex stakeholder scenarios.

Day 5: Sustaining Long-Term Stakeholder Relationships

- Develop strategies for maintaining trust over time.
- Manage stakeholder expectations effectively.
- Build partnerships through transparency and shared goals.
- Create an action plan to strengthen stakeholder relationships.

Why Attend This Course? Wins & Losses!

- Master the skills to build trust and strengthen relationships with stakeholders.
- Enhance your ability to influence decisions confidently and ethically.
- Improve communication to align stakeholder expectations and goals.
- Gain practical tools to handle conflicts and overcome resistance.
- Foster collaborative partnerships that drive success.
- Learn strategies for working with government stakeholders and understanding their influence on business decisions.

Conclusion

The Building Trust and Influencing Stakeholders course is essential for professionals looking to enhance their relationships and impact in their roles. By focusing on the importance of trust and influence, this course provides participants with the tools to navigate stakeholder dynamics, strengthen collaboration, and drive successful results.



Enroll now to develop your skills, build strong relationships, and achieve exceptional outcomes through trust and influence!

