Dear all,

## RE: [Collaborative Learning by Stakeholders for Successful Project Implementation](https://bit.ly/2y1cORh)

## [FineResults Research Services](https://bit.ly/38Amsa7) would like to invite you to high impact training on [Collaborative Learning by Stakeholders for Successful Project Implementation](https://bit.ly/2y1cORh) to be held in Nairobi from 21/09/2020 to 25/09/2020

**COURSE PROFILE**

## Course Name: [Collaborative Learning by Stakeholders for Successful Project Implementation](https://bit.ly/2y1cORh)

**Date:** **21/09/2020 to 25/09/2020**

**Duration: 5 Days**

**Venue: FineResults Research Training Centre, Nairobi, Kenya**

**Cost: USD 800**

**Online Registration**: [REGISTER HERE](https://bit.ly/2URzufX)

**INTRODUCTION**

Collaboration is a process through which parties who see different aspects of a problematic situation can explore their differences and search for solutions collectively. Collaborative learning is essential in solving problems affecting different stakeholders. Collaborating, exchanging and combining knowledge and experiences, different actors together are more likely to achieve relevant outcomes than each of them alone. Moreover, project's professional use stakeholders perspectives, interests and attitudes to guide project implementation. This 5 days course will equip participants with knowledge in identifying relevant stakeholders for the projects and sustaining them during project implementation.

**DURATION**

5 days

**COURSE OBJECTIVES**

By the end of the training, the participants will be able to;

·        Understand stakeholder needs

·        Understand how stakeholders impact your project

·        Know how to deal with multiple stakeholders with divergent interests

·        Understand how to manage stakeholder expectations, including quality and performance expectations

·        Understand the need to communicate your strategy to the project team, the customer, and other project stakeholders

·        Resolve conflict and competing priorities

·        Manage project public relations and organisational politics

·        Contain expectations through effective status reporting and progress meetings

**WHO CAN ATTEND?**

·        Project managers

·        Staff managing projects

·        Staff in non-government organizations

·        Donors

·        Government officials,

·        CBO operatives, NGO employees,

·        Anyone involved in project management activities

**COURSE OUTLINE**

**Module 1: Identification of relevant stakeholders**

·        Methods for identifying actors and establishing a system of collaboration

ü Network analysis,

ü Iterative stakeholder analysis,

ü Concept maps

ü Net-maps,

ü Interviews

·        Identification and categorization of stakeholders

·        Understanding stakeholder expectations

·        The role of management in the stakeholder environment

·        Evaluation and prioritization of interests

·        Visualizing the stakeholder community

·        Stakeholder requirements analysis

·         Collaborative learning approaches

ü Collaboration

ü Dialogue

ü Discovery

ü Applying knowledge

**Module 2: Managing Competing Stakeholders Expectations**

·        Stakeholder mapping

·        How committed are they to the project?

·        Aligning stakeholder requirements to project objectives

·        Prioritising stakeholder requirements and expectation

·        Selling the project

·        Maintaining the commitment

·        Working with resistance for positive outcomes

**Module 3: Relationship Building with the Stakeholders**

·        Various methods of effective communication

·        How to handle project’s politics

·        Selecting communication methodologies to get your messages across

·        Managing difficult stakeholders

·        Managing expectations that can’t be met

·        Resolving conflict

**Module 4: Strategies for Persuading and Negotiating with Stakeholders**

·        Who to influence?

·        The Elements of Influence

·        Different types of influencing strategies

·        Push and pull type behaviours

·        Tools, skills and behaviours of effective influencing

·        Engage stakeholders: building the relationship

·        Stakeholder participation and engagement

·        Road map to successful influencing

**Module 5: Stakeholders Rapport Management and Maintaining Execution Harmony**

·        Use of position, knowledge, or personal power

·        Developing rapport

·        Personality preferences

·        Achieving and maintaining commitment

·        Recognising manipulation and taking positive action

·        Establishing and maintaining trust

·        Dealing with Challenging Behaviours

·        Converting confrontation into cooperation

**ACCOMMODATION**

Accommodation is arranged upon request. For reservations contact us through Mobile: +254 759 285 295 or Email: training@fineresultsresearch.org

**PAYMENT**

Payment should be transferred to FineResults Research Limited bank before commencement of training. Send proof of payment through the email: training@fineresultsresearch.org

**CANCELLATION POLICY**

• All requests for cancellations must be received in writing.

• Changes will become effective on the date of written confirmation being received.

**GENERAL NOTES**

* All our courses can be Tailor-made to participants needs
* The participant must be conversant with English
* Presentations are well guided, practical exercise, web based tutorials and group work. Our facilitators are expert with more than 10years of experience.
* Upon completion of training the participant will be issued with FineResults Research Services certificate
* Training will be done at FineResults Research Services center in Nairobi Kenya. We also offer more than five participants training at requested location within Kenya, more than ten participants within east Africa and more than twenty participants all over the world.
* Course duration is flexible and the contents can be modified to fit any number of days.
* The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and a Certificate of successful completion of Training. Participants will be responsible for their own travel expenses and arrangements, airport transfers, visa application dinners, health/accident insurance and other personal expenses.
* One year free Consultation and Coaching provided after the course.
* Register as a group of more than two and enjoy discount of (10% to 30%) plus free four hour adventure drive to the National game park, in Nairobi.

[Visit our website for more details](https://bit.ly/2pzFkWp)

**How to participate**

[Individual Registration](https://bit.ly/2URzufX)

**Contact information**

**Email:** [training@fineresultsresearch.org](mailto:training@fineresultsresearch.org)

**TEL:**  +254 759 285 295

**Website:** [fineresultsresearch.org/training/](https://bit.ly/2IWjXW8)

**Visit our** [face book page](https://bit.ly/2lOxV36)

**Visit our** [linkedin page](https://bit.ly/38qa4uE)

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