Professional Certificate in Stakeholder Engagement & Relationship Management

10 - 14 Mar 2026
Barcelona

AGILE LEADERS
Training Center

Professional Certificate in Stakeholder Engagement & Relationship Management

Ref.: 103600400_58092 **Date:** 10 - 14 Mar 2026 **Location:** Barcelona **Fees:** 5700 **Euro**

Course Overview

This 5-day training course empowers professionals to master the skills of stakeholder engagement and management. Through a mix of real-life case studies, interactive activities, and leadership-focused content, participants will learn to map stakeholders, build trust, manage expectations, and influence decisions. The course equips participants with frameworks to navigate conflict, lead in complex environments, and align stakeholders with organizational strategy.

Target Audience

- Mid to senior-level managers
- Project and program managers
- Business analysts and consultants
- Government and NGO officials
- Public relations and communication professionals
- Department heads and team leaders

Targeted Organizational Departments

- Strategy and Planning
- Public Relations & Communication
- Project Management Office PMO
- Corporate Affairs
- Human Resources
- Government Relations
- Community Engagement

Targeted Industries

- Government & Public Sector
- Energy & Infrastructure
- Healthcare
- Banking & Financial Services
- Non-Profit & International Development
- Telecommunications
- Education & Higher Ed

Course Offerings

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

- Identify and analyze stakeholder needs and interests
- Develop stakeholder engagement strategies
- Apply communication models for trust and influence
- Lead stakeholder consultations and negotiations
- Monitor and evaluate stakeholder relationships
- Align stakeholder goals with organizational outcomes

Training Methodology

- Expert-led interactive sessions
- Real-world case studies and simulations
- Stakeholder mapping exercises
- Peer collaboration and role-play
- Templates, checklists, and planning tools
- Reflection, feedback, and coaching moments

Course Toolbox

- Stakeholder Mapping Template
- Engagement Planning Checklist
- Case Study Workbook
- Communication Style Self-Assessment
- Sample Consultation Scripts
- Risk & Influence Matrix
- Certificate of Completion

Course Agenda

Day 1: Foundations of Stakeholder Management

- **Topic 1:** Introduction to Stakeholder Management & Engagement
- **Topic 2:** Principles of Stakeholder Influence and Power
- **Topic 3:** Stakeholder Mapping and Categorization Tools
- **Topic 4:** Understanding Stakeholder Needs and Expectations
- **Topic 5:** Building the Business Case for Engagement
- **Topic 6:** Ethics, Transparency, and Trust
- **Reflection & Review:** Identify key stakeholder dynamics in your own role

Day 2: Strategic Engagement Planning

- **Topic 1:** Engagement Strategy Frameworks and Planning Tools
- **Topic 2:** Setting Clear Objectives for Stakeholder Engagement
- **Topic 3:** Balancing Internal vs. External Stakeholder Interests
- **Topic 4:** Identifying Engagement Risks and Barriers
- **Topic 5:** Legal, Political, and Cultural Considerations
- **Topic 6:** Designing an Inclusive Engagement Plan
- **Reflection & Review:** Create an engagement plan for a current project

Day 3: Communication and Consultation Techniques

- **Topic 1:** Strategic Communication Models for Engagement
- **Topic 2:** Leading Stakeholder Consultations and Dialogues
- **Topic 3:** Tools for Virtual Stakeholder Engagement
- **Topic 4:** Managing Difficult Conversations and Resistance
- **Topic 5:** Influence without Authority
- **Topic 6:** Case Study: Stakeholder Crisis Response
- **Reflection & Review:** Practice leading a consultation session

Day 4: Leadership Role in Stakeholder Relationships

- **Topic 1:** Role of Executives and Team Leaders in Engagement
- **Topic 2:** Integrating Stakeholder Feedback into Strategy
- **Topic 3:** Collaborative Decision-Making Models
- **Topic 4:** Aligning Organizational Culture with Engagement Values
- **Topic 5:** Multi-Stakeholder Partnerships and Alliances
- **Topic 6:** Measuring Trust and Relationship Health
- **Reflection & Review:** Evaluate your leadership style in stakeholder roles

Day 5: Monitoring, Evaluation & Sustainability

- **Topic 1:** Creating Engagement KPIs and Success Indicators
- **Topic 2:** Monitoring Tools and Stakeholder Dashboards
- **Topic 3:** Reporting and Transparency Mechanisms
- **Topic 4:** Managing Change and Long-Term Relationships
- **Topic 5:** Sustaining Engagement in Crisis and Conflict
- **Topic 6:** Final Simulation: Strategic Stakeholder Challenge
- **Reflection & Review:** Present your stakeholder engagement strategy

FAQ

What specific qualifications or prerequisites are needed for participants before enrolling in the course?

No formal prerequisites are required. However, a background in management, communication, or public-facing roles is beneficial.

How long is each day's session, and is there a total number of hours required for the entire course?

Each day's session runs for 4–5 hours, totaling 20–25 hours of intensive training across 5 days.

What if my stakeholders have conflicting interests and resist engagement?

This course dedicates full modules to managing conflicting interests, resolving resistance, and practicing techniques to build influence without authority.

How This Course is Different from Other Stakeholder Courses

Unlike standard project stakeholder courses, this program integrates adaptive leadership, long-term engagement planning, and trust-building into every phase. You'll not only learn how to engage stakeholders — you'll also develop the leadership mindset to influence them in complex environments. Our simulations, tools, and facilitator expertise are grounded in real-world challenges across industries.

Training Course Categories

Finance and Accounting Training Courses

Agile PM and Project Management Training Courses

Certified Courses By International Bodies

Communication and Public Relations Training Courses

Data Analytics Training and Data Science Courses

Environment & Sustainability Training Courses

Governance, Risk and Compliance Training Courses

Human Resources Training and Development Courses

IT Security Training & IT Training Courses

Leadership and Management Training Courses

Legal Training, Procurement and Contracting Courses

Maintenance Training and Engineering Training Courses

Training Course Categories

Marketing, Customer Relations, and Sales Courses

Occupational Health, Safety and Security Training Courses

Oil & Gas Training and Other Technical Courses

Personal & Self-Development Training Courses

Quality and Operations Management Training Courses

Secretarial and Administration Training Courses

Training Cities

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Amsterdam - Netherlands

Athens - Greece

Baku - Azerbaijan

Bali - Indonesia

Bangkok - Thailand

Barcelona - Spain

Cairo - Egypt

Cape town - South Africa

Casablanca - Morocco

Chicago - USA

Doha - Qatar

Dubai - UAE

Geneva - Switzerland

Istanbul - Turkey

Training Cities

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Kuala Lumpur - Malaysia

Langkawi - Malaysia

London - UK

Madrid - Spain

Manama - Bahrain

Milan - Italy

Munich - Germany

Nairobi - Kenya

Paris - France

Phuket - Thailand

Prague - Czech Republic

Rome - Italy

San Diego - USA

Sharm El-Sheikh - Egypt

Training Cities

Tbilisi - Georgia

Tokyo - Japan

Trabzon - Turkey

Vienna - Austria

Zanzibar - Tanzania

Zoom - Online Training

WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.

AGILE LEADERS
Training Center

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