



# Infrastructure Stakeholder and Investor Relations Course

14 – 18 March 2027  
Cape town

## Infrastructure Stakeholder and Investor Relations Course

**Ref:** 560\_143342 **Date:** 14 – 18 March 2027 **Location:** Cape town **Fees:** 4500 Euro

### Overview

Infrastructure Stakeholder and Investor Relations Course is a five-day intermediate course for engagement, communications, operations, finance, project, sustainability, and executive-office teams who leave with a Stakeholder and Investor Relations Plan. Participants connect infrastructure business models, stakeholder mapping, investor communications, operational performance reporting, governance and disclosure, and relationship metrics. The course turns fragmented updates into evidence-based engagement and coordinated decisions. Agile Leaders Training Center presents infrastructure stakeholder and investor relations through practical planning and communication tools.

### Who Should Attend

- Teams responsible for mapping stakeholders, material topics, influence, and engagement priorities
- Functions preparing investor communications, briefings, presentations, disclosures, and difficult-question responses
- Personnel translating infrastructure project and operational performance into decision-useful narratives
- Groups coordinating governance, sustainability, finance, communications, and external relationships
- Leaders monitoring issues, sentiment, commitments, trust, and relationship performance

The course assumes participants can interpret project, operational, financial, and nonfinancial reports, and it leaves out securities advice, financial-statement preparation, and statutory legal interpretation.

### Departments and Industries

The course supports departments and industries responsible for infrastructure relationships, performance communication, and disclosure coordination.

- Investor relations, corporate communications, public affairs, and executive offices
- Infrastructure development, engineering, construction, and project delivery
- Utilities, transport, energy, logistics, and asset operations
- Finance, strategy, sustainability, risk, governance, and legal coordination
- Investment, advisory, fund, portfolio, and partnership management

### Learning Objectives

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



- Analyze infrastructure business models, stakeholder interests, influence, and material topics
- Build investor audience profiles and decision-useful performance narratives
- Apply governance, disclosure, evidence, and message-control arrangements
- Use engagement plans, briefings, presentations, and difficult-question preparation
- Evaluate issues, feedback, sentiment, commitments, and relationship metrics
- Develop a Stakeholder and Investor Relations Plan

## **Course Agenda**

### **Day 1: Infrastructure Relationships and Materiality**

- Infrastructure Business Model and Value-Chain Map
- Stakeholder Identification and Influence Matrix
- Investor Audience and Information-Needs Profile
- Material Topic and Impact Prioritization Matrix
- Governance Roles and Relationship Accountability Map

### **Day 2: Performance Narrative and Disclosure**

- Financial and Nonfinancial Information Map
- Operational Performance KPI Scorecard
- Project, Asset, and Portfolio Narrative Framework
- Disclosure Control and Evidence Register
- Message Architecture and Proof-Point Bank

### **Day 3: Engagement and Investor Communications**

- Stakeholder Engagement Objective and Channel Matrix
- Investor Relations Calendar and Contact Plan
- Investor Briefing and Presentation Structure
- Difficult-Question and Response Preparation Method
- Meeting Record and Commitment Tracker

### **Day 4: Issues, Feedback, and Trust**

- Issues and Reputation Risk Register
- Crisis Coordination and Escalation Protocol
- Feedback and Sentiment Analysis Method
- Stakeholder Grievance and Response Workflow
- Relationship Health and Engagement Metrics Dashboard

## Day 5: Stakeholder and Investor Relations Practice

- Exercise: Map Stakeholders, Investors, and Material Topics
- Exercise: Build a Performance Narrative and Evidence Register
- Exercise: Prepare an Investor Briefing and Difficult-Question Response
- Exercise: Coordinate Issues, Feedback, and Follow-Up
- Capstone Exercise: Stakeholder and Investor Relations Plan

## Practical Exercises

The course uses suggested activities to connect relationship analysis, reporting evidence, communication, and coordinated follow-through.

- Suggested activity: map stakeholder groups, investor audiences, interests, influence, material topics, and accountable relationship owners.
- Suggested activity: turn project, asset, financial, and operational evidence into a controlled narrative, briefing structure, and difficult-question response bank.
- Suggested activity: evaluate an emerging issue through escalation, crisis coordination, feedback, sentiment, commitments, and response records.
- Suggested activity: integrate calendars, channels, disclosure evidence, messages, metrics, and review responsibilities in a Stakeholder and Investor Relations Plan.

## FAQs

### Who suits the infrastructure stakeholder and investor relations course and what does it assume?

It suits teams managing external relationships and reporting, and assumes they can interpret project, operational, financial, and nonfinancial information used in organizational decisions.

### How does infrastructure stakeholder and investor relations differ from public relations training?

Infrastructure stakeholder and investor relations connects engagement with business models, operating evidence, disclosure controls, investor information needs, material topics, and measurable commitments, while general public relations training usually focuses more broadly on reputation and media communication.

### What makes an infrastructure investor communication decision-useful?

Decision-useful communication connects material information with governance, strategy, risks, operating results, financial implications, metrics, targets, evidence, assumptions, and a clear explanation of changes.



## **How are stakeholder influence and materiality used together?**

Influence analysis shows who affects or is affected by decisions, while materiality prioritization identifies the impacts and information that require governance attention, engagement, action, and reporting.

## **What belongs in a Stakeholder and Investor Relations Plan?**

The plan records stakeholder and investor profiles, material topics, responsibilities, messages, evidence, channels, calendars, briefings, issues, escalation, feedback, commitments, metrics, and review arrangements.

## **Conclusion**

Participants take back a Stakeholder and Investor Relations Plan linking relationship priorities, performance evidence, disclosure controls, communications, escalation, feedback, and metrics. It changes disconnected updates into an organized basis for engagement and management decisions. The plan supports coordinated practice without replacing financial reporting, legal advice, or project governance.