Stakeholder Collaboration
Course Outline

Learning Outcomes
On completion of this workshop, participants will be able to...
• Describe what collaboration with stakeholders looks like in practice
• Understand the drivers and barriers to collaboration with stakeholders
• Have insight into their current relationships with key stakeholders
• Develop a personal stakeholder engagement action plan to implement back in the workplace

Pre-work
• Participants identify their top 5 stakeholders with whom they should engage in collaborative behaviours
• Participants to identify a situation in which they either a) experienced or witnessed effective collaboration with a stakeholder; or b) there was not effective collaboration with a stakeholder

Workshop Outline
1. Exploration of the ‘what’ and ‘why’ of collaboration with stakeholders
   • What does effective collaboration with stakeholders look like in practice?
   • What are the benefits of collaboration with stakeholders?
   • What are the downsides of not collaborating?

2. ‘Who’ do we need to engage and collaborate with?
   • Mapping and analysis of participant’s key stakeholders

3. Using experience to develop a model of stakeholder engagement
   • Using appreciative inquiry the group builds a collective model of stakeholder engagement through collaboration, exploring barriers, drivers and tools/methods used

4. Individual analysis, reflection and planning
   • Individuals use the model created by the group to make sense of their current stakeholder relationships
   • Individuals develop action plans and share with the group

5. Next steps
   • Participants discuss their learnings and plans with their Manager
   • Participants implement their action plans and reflect on progress

Recommended cohort of 12-18 participants
4 hours