

Driving Organizational Success Through Procurement

Strategic Stakeholder Management Focus

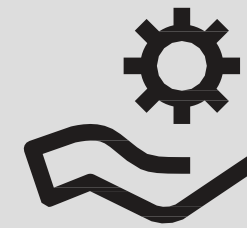
Introduction to Stakeholder Management



Define strategic
stakeholder
management

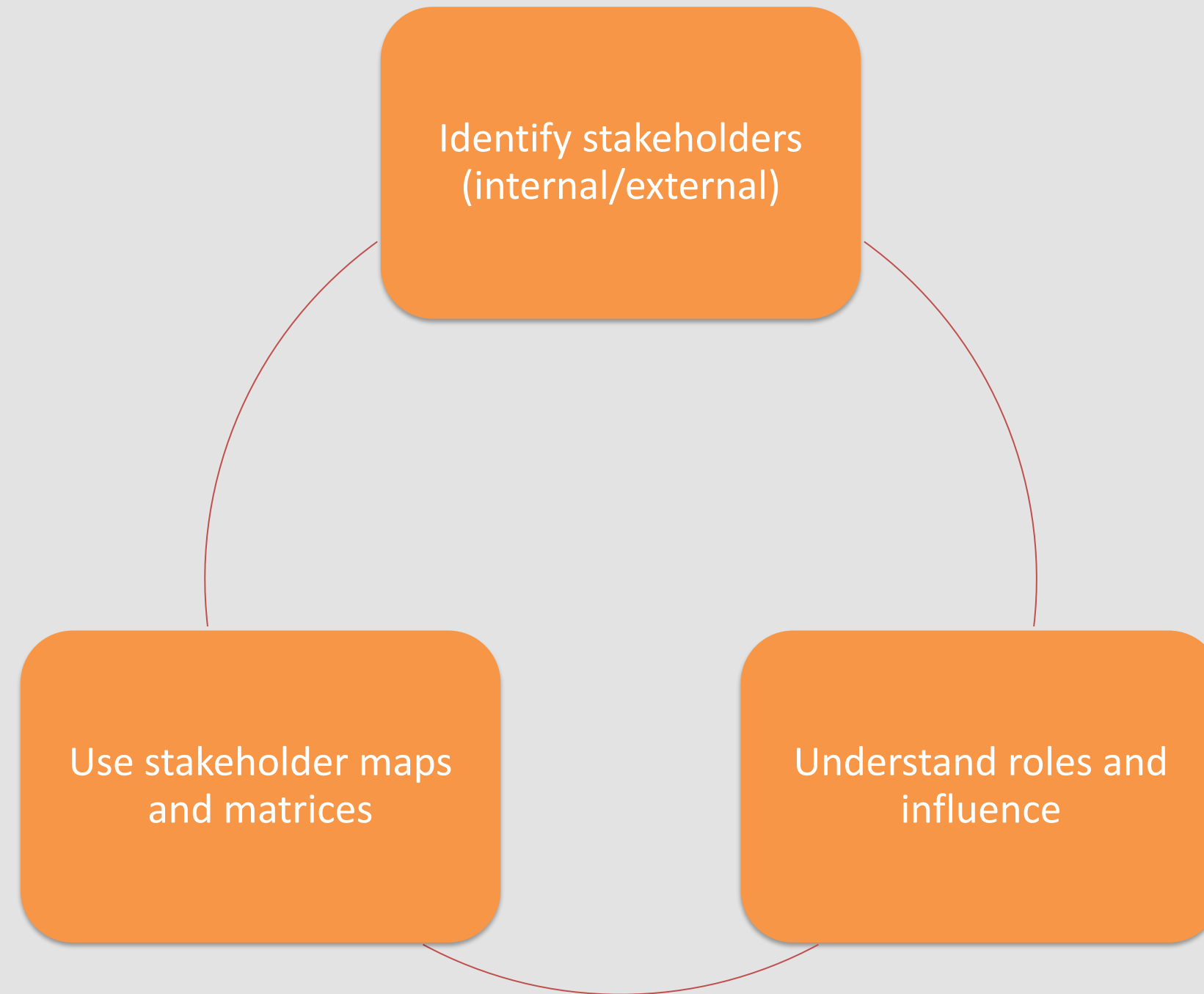


Importance for
organizational
success



Enhanced
efficiency and
risk reduction

Identifying Stakeholders



Stakeholder Analysis



CATEGORIZE STAKEHOLDERS



POWER/INTEREST GRID



EXAMPLES OF DIFFERENT
CATEGORIES



Prioritizing Stakeholders



CRITERIA FOR
PRIORITIZATION

FOCUS ON KEY
STAKEHOLDERS

HIGH-PRIORITY



Stakeholder Engagement Strategies



Engagement strategies



Choosing the right strategy



Successful engagement practices

Communication Plan



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graph TD; A[IMPORTANCE OF COMMUNICATION PLAN] --> B[KEY ELEMENTS: FREQUENCY, CHANNELS, MESSAGES]; B --> C[BENEFITS OF CLEAR COMMUNICATION];
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IMPORTANCE OF COMMUNICATION PLAN

KEY ELEMENTS: FREQUENCY,
CHANNELS, MESSAGES

BENEFITS OF CLEAR COMMUNICATION

Managing Stakeholder Expectations



IMPORTANCE OF MANAGING
EXPECTATIONS



TECHNIQUES FOR ALIGNMENT



CONFLICT RESOLUTION



Building Trust and Relationships



IMPORTANCE OF TRUST



FOSTERING STRONG
RELATIONSHIPS



LONG-TERM BENEFITS



Monitoring and Reviewing Stakeholder Engagement



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graph TD; A[ONGOING MONITORING AND REVIEW] --> B[TRACKING PROGRESS AND FEEDBACK]; B --> C[ADAPTING STRATEGIES];
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ONGOING MONITORING AND REVIEW

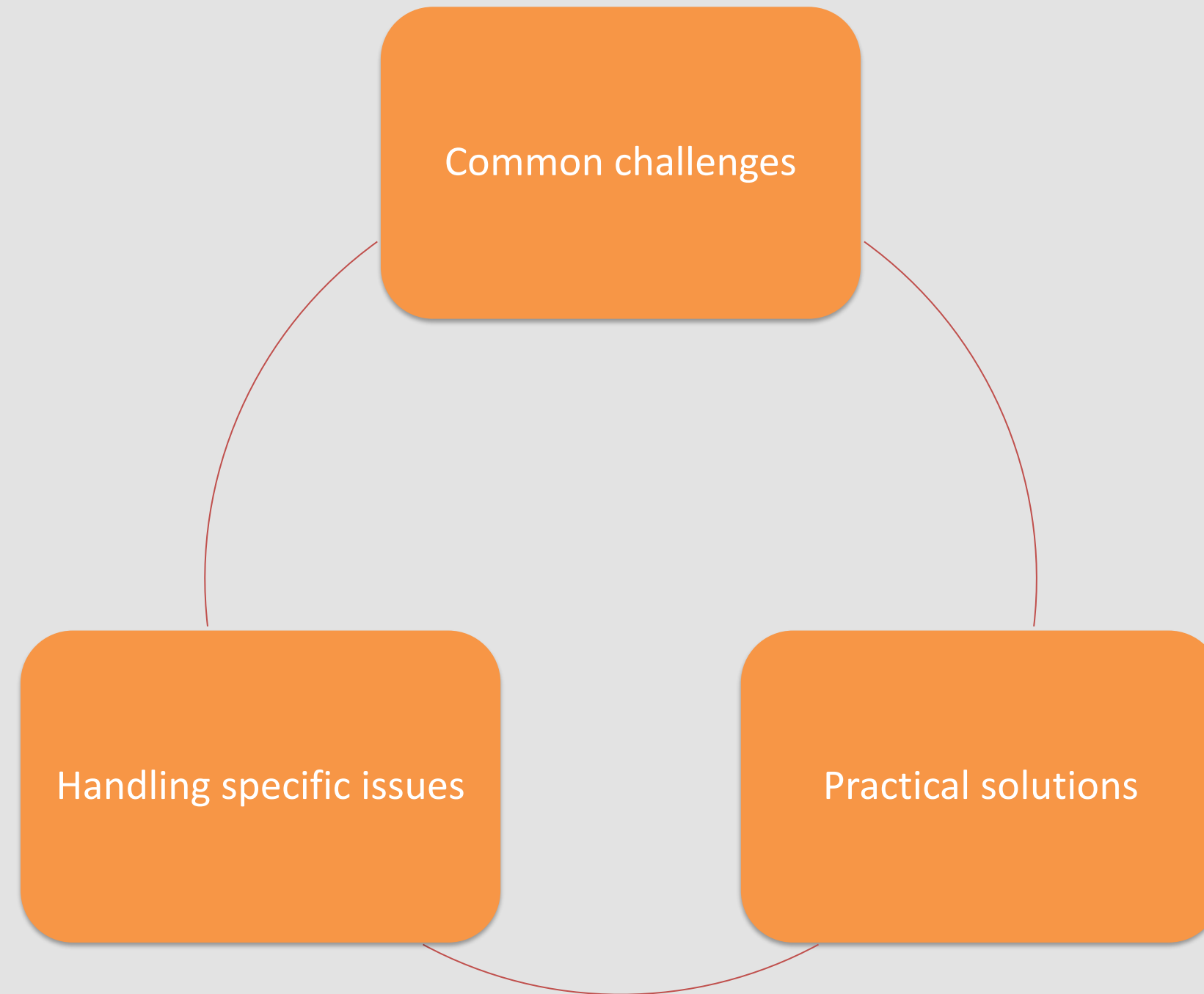
TRACKING PROGRESS AND FEEDBACK

ADAPTING STRATEGIES

The Heathrow Terminal 5 Project



Challenges and Solutions



Conclusion and Q&A



STRATEGIC STAKEHOLDER
IMPORTANCE



START TODAY DISCUSSING
YOUR STAKEHOLDER'S
MANAGEMENT STRATEGIES





**THANK
YOU**