

IDENTIFY. INFLUENCE. STRENGTHEN.

EFFECTIVE STAKEHOLDER MANAGEMENT & ENGAGEMENT

Move Stakeholders. Build Coalitions. Drive Strategic Outcomes.



YOUR F.I.R.S.T.™ LEARNING & DEVELOPMENT PARTNER

Future-Ready. Innovative. Relevant. Strategic. Trusted

Holding you steady in a changing world

THE STRATEGIC STAKEHOLDER CHALLENGE

Professionals today operate in increasingly complex stakeholder environments. Whether securing buy-in, navigating government approvals or aligning cross-functional partners, the ability to strategically influence stakeholders is a critical skill for anyone driving results.

YOUR REALITY:

- C-suite executives with competing priorities and limited attention
- Government agencies and regulatory bodies with policy constraints
- Joint venture partners with misaligned incentives
- Institutional stakeholders operating on different timelines
- Regulators demanding compliance while you need flexibility
- High expectations for professionalism, credibility and trust

THE COST OF GETTING IT WRONG:

- Strategic initiatives stalled by stakeholder resistance
- Budget approvals delayed by misalignment
- Partnership opportunities lost to poor positioning
- Policy or regulatory shifts catching teams unprepared
- Erosion of trust and long term stakeholder relationships



Effective stakeholder management is not just about managing people.

It is about building relationships that move strategic objectives forward.

WHO WILL BENEFIT FROM THIS PROGRAMME

This programme is designed for professionals who wish to influence more strategically:

Senior Leaders & Business Partners	Who are required to secure C-suite buy-in, government approvals, or cross-organisational alignment on strategic initiatives
Strategic Project Leaders	Managing high-stakes programs requiring executive sponsorship, regulatory navigation, or multi-party coalition building
High-Potential Leaders	Being prepared for roles requiring influence without authority across complex stakeholder ecosystems
Partnership Professionals	Responsible for JV relationships, government affairs, institutional partnerships, or strategic alliances
Manager to Head of Department Level	Professionals who need to influence decisions, not just manage tasks

5 POWERFUL BENEFITS THAT DRIVE MEASURABLE BUSINESS VALUE

<p>Stakeholder Clarity</p> <p>Uncover and visualise the full stakeholder ecosystem: priorities, motivations and decision-making dynamics</p>	<p>Trusted Partnerships</p> <p>Build strong, trusted relationships that generate greater stakeholder support and successful coalitions</p>
<p>Strategic Communication</p> <p>Master techniques for trusted two-way dialogue that converts resistance into buy-in</p>	<p>Expectation Management</p> <p>Navigate difficult conversations and manage competing stakeholder expectations with confidence</p>
<p>Measurable Progress</p> <p>Track and monitor stakeholder engagement milestones through structured reporting and progress meetings</p>	

WHAT PARTICIPANTS WILL LEARN

This programme equips participants with the tools, strategies and confidence to manage complex stakeholder relationships, and drive measurable outcomes.

Benefits & Risks	Understand the strategic value of strong stakeholder partnerships and the organisational cost of poor engagement.
Stakeholder Identification	Identify and analyse stakeholders using an Interest and Influence lens, distinguishing visible authority from real decision influence.
Engagement Planning	Develop a tailored, stakeholder-specific engagement plan that aligns to your organisational priorities.
Communication Mastery	Master techniques for trusted two-way dialogues including active listening, feedback and high-stakes conversations.
Expectation Management	Set realistic goals, communicate progress, manage conflicts, and handle difficult stakeholders with confidence.
Framing & Executive Pitching	Frame issues and create pitches that resonate with C-suite, government and institutional decision-makers.
Coalition Building	Build coalitions by aligning stakeholder interests with organisational goals and navigating resistance strategically.
Progress Monitoring	Establish effective processes to monitor status, manage deliverables and conduct meaningful progress meetings.
Live Application	Apply all learning to real stakeholder situations through case studies, role plays and live scenario practice.

OUR SIGNATURE APPROACH

THE I.R.O.N.™ FRAMEWORK + INFLUENCE 24/7™ SYSTEM

Built on Influence Solutions' proprietary I.R.O.N.™ and Influence 24/7™ frameworks, drawn from Karen Leong's best-selling book, this programme has empowered thousands to engage their key stakeholders more strategically.

I	IDENTIFY Classify stakeholders using an Interest and Influence lens. Distinguish visible authority from real decision influence. Understand their priorities, constraints and expectations.
R	REVIEW Audit current stakeholder perceptions and relationship history. Evaluate trust levels, identify relationship gaps, and assess your current influence capacity.
O	ORGANISE Prioritise high-value stakeholders, design targeted engagement strategies, allocate influence resources strategically, and build coalition maps and alliance pathways.
N	NURTURE Execute strategic touchpoints using the Influence 24/7™ system. Manage ongoing expectations, navigate resistance, and evolve relationships as contexts change

FROM INSIGHT TO INFLUENCE

Shareholder Analysis . Influence Architecture . Coalition Building .
Executive Pitching . Resistance Management



PROGRAMME AGENDA
2-Day In-Person Workshop | 4 Half-Day Virtual Workshops

DAY 1: FOUNDATION & STRATEGIC CLARITY

Strategic Context

- Clarifying influence objectives and success outcomes
- Understanding why stakeholder influence fails at senior levels
- Introduction to the **I.R.O.N.**[™] framework
- Stakeholder ecosystem mapping using real cases

Analysis & Strategy

- Applying the Interest and Influence matrix rigorously
- Understanding high priority stakeholder psychology
- Influence versus authority in complex environments
- Coalition building strategies

End of Day 1 Clear visibility on who matters most and why.

DAY 2: APPLICATION & MASTERY

Influence in High Stakes Conversations

- Strategic framing and executive pitching
- Moving stakeholders during conversations
- Managing resistance at senior levels
- Difficult conversation frameworks

Integration & Action

- Develop a personalised stakeholder engagement strategy
- Role play simulations using senior stakeholder scenarios
- Peer feedback and refinement
- Action planning and commitment to implement

End of Day 2 A practical **stakeholder influence plan** aligned to real work priorities.

**LEAVE WITH CLARITY AND A PERSONALISED STAKEHOLDER
INFLUENCE PLAN, READY TO IMPLEMENT IMMEDIATELY.**

OUR ACTION-BASED LEARNING METHODOLOGY

The foundation of every Influence Solutions programme is a unique Action-based Learning Methodology designed to produce lasting, personal, relevant, and immediately actionable results.

THEORETICAL KNOWLEDGE Core frameworks, models and evidence-based principles from decades of practice.	TECHNICAL SKILLS Practical tools and techniques applied directly to real stakeholder situations.
EXPERIENTIAL ENCOUNTERS Immersive role plays, live case work and peer simulations using real scenarios.	REFLECTION & REALISATION Turning insight into visible, Simple-Repetitive-Visible actions.

A HIGH APPLICATION-TO-THEORY RATIO

Our 30:70 knowledge-to-application ratio ensures every participant leaves with:

VISIBLE RETURN ON INVESTMENT

CLARITY

Confident understanding of key concepts and their application.

CONFIDENCE

Ability to implement frameworks in real, high-stakes situations.

COMMITMENT TO ACT

A clear, personally chosen action plan ready for immediate use.

SUSTAINING THE TRANSFORMATION

Programmes that don't support post-workshop application rarely achieve lasting results. We sustain transformation through:

- Pre-work and reflection to focus learning before the workshop. Reflection Reminders sent to every participant 4-6 weeks after the workshop.
- Learning Journey Buddy arrangements.
- Letters to self.
- Optional follow-up one-to-one coaching.

WHY INFLUENCE SOLUTIONS

PROVEN EXPERTISE IN STRATEGIC INFLUENCE

- **PROPRIETARY PROVEN FRAMEWORKS** Our I.R.O.N. and INFLUENCE 24/7™ methodologies are drawn from Karen Leong's best-selling book; used as a resource book by global organisations and forming the bedrock of our Influencing & Leadership programmes.
- **SINGAPORE-ROOTED EXPERTISE** Deep understanding of Singapore's government, corporate, and institutional stakeholder landscape from statutory boards and MNCs to regulatory agencies and JV partners.
- **SENIOR-LEVEL EXPERIENCE** Our facilitators have personally navigated C-suite influence, government relations, and complex partnership negotiations in their own leadership careers.
- **PRACTICAL NOT THEORETICAL** Every framework, tool, and technique has been battle-tested in real stakeholder situations, not academic abstractions.
- **CUSTOMISED TO YOUR CONTEXT** Agenda, role plays, and case studies are tailored to your organisational context and the specific stakeholder challenges your participants face.
- **AI-ENHANCED METHODOLOGY** Decades of proven frameworks amplified by AI-accelerated insights, delivering results faster than ever before.

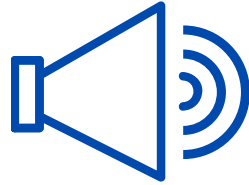
TRUSTED BY REPUTABLE ORGANISATIONS SUCH AS:

- Big 4 (EY, Deloitte, KPMG, PWC)
- Boston Consulting Group
- Housing Development Board
- Keppel Corp
- Land Transport Authority
- LVMH Group
- Ministry of Transport
- Prudential
- Royal Malaysian Police
- Singapore Civil Services College
- Singtel



I learnt how to change my perspective towards a problem.
Inspirational." – Chia Siew Choon, Hewlett Packard, South Korea





STRATEGIC STAKEHOLDER MANAGEMENT
IS AN ESSENTIAL LIFE SKILL, NOT JUST A WORK SKILL

INFLUENCE SOLUTIONS

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Future-ready. **I**nnovative. **R**elevant. **S**trategic. **T**rusted.

**FOR MORE INFORMATION, VISIT
[INFLUENCE-SOLUTIONS.COM](https://www.influence-solutions.com)**