

WORKING WITH STAKEHOLDER DIALOGUES

Key Concepts and Competencies for Achieving Common Goals
A skills development program for those who host, initiate and facilitate stakeholder engagement processes

17 - 20 April 2012
Cape Town, South Africa

Course Description

Stakeholder Dialogues have become a key element for finding solutions to the complex challenges of sustainable development. However, Stakeholder Dialogues do not always lead to concrete results.

What is essential for the success of Stakeholder Dialogues?

- Do you need to build trust-based stakeholder relationships and partnerships with multiple stakeholders in standard development, regional development, company stakeholder engagement and sustainability strategies?
- What are effective ways of engaging stakeholders to ensure collective knowledge and individual experience and expertise are harvested sufficiently?
- What methodology generates productive Stakeholder Dialogues?
- How can you build capacity for constructive and successful outcomes around complex social, political and environmental issues?

Our skills development program

Is designed to help you build your strategic abilities and implementation skills in stakeholder engagement and dialogue. You will exchange experience, gain insights, knowledge and facilitation skills to establish consensus-building stakeholder relationships, convene networks for high impact solutions, and create the space for learning and collaborating with different stakeholders. You will learn essential tools for successful implementation of result-oriented Stakeholder Dialogues.



Your key take-aways from the course

- Understand the business case for co-creative stakeholder engagement
- Produce a stakeholder network map to prioritize engagement activities
- Learn how to prepare Stakeholder Dialogues together with the actors involved and define the cornerstones for the success of the dialogue project
- Develop new engagement strategies to minimize unproductive conflict
- Learn how collective intelligence, commitment and ownership can emerge
- Know how to professionally review a stakeholder forum together with relevant actors.



Costs

The tuition fee for the course is €1,480. The amount includes tuition fees, food and beverages during the days (coffee and lunch breaks) and all supporting material including an extensive course field guide. We kindly ask you to organize your overnight stay yourself. We will be glad to assist you in this respect.

Important: For self-paying participants, NGOs and the participation of teams of at least 3 persons we have a special discount available. Please contact us for further information via E-mail:

germany@collectiveleadership.com.

Location

The course will take place in Cape Town, South Africa.

Registration

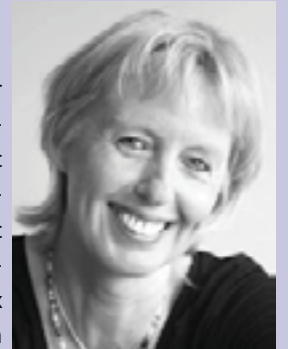
For registration to the course "Working with Stakeholder Dialogues" please use the registration form attached and send it by fax to +49 (0)331 5058863 or as a pdf-document to:

germany@collectiveleadership.com.

For further questions, please contact the staff at the Collective Leadership Institute at +49 (0)331 5058865.

Faculty

Petra Kuenkel, Founder and Director of the Collective Leadership Institute, is a senior consultant for systemic change management since 1995, serving international private and public organisations. She has gained extensive experience in consulting complex change processes internationally in particular cross-sector partnerships and multi-stakeholder dialogues. Petra Kuenkel is an accredited partnership broker under the IBLF/ ODI Partnership Brokers Accreditation Scheme. She teaches the MIT-originating dialogic change approach as well as dialogue programs and courses on cross-sector partnering and multi-stakeholder-dialogues.



Dave Bond is Director Leadership Development of the Collective Leadership Institute (based in South Africa), Associate of Ashridge Business School & Consulting / UK, and visiting faculty at the RSM Erasmus University / Rotterdam, The Netherlands. He has more than 20 years of working experience in contexts characterized by diversity and change, where dialogue facilitation and stakeholder engagement are crucial. He specializes in applied personal leadership development and executive coaching in business and the public sector.



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REGISTRATION FORM

I would like to officially register for the course

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Cape Town, South Africa

Title (Ms./Mrs./Mr.):

Name: First Name:

Organisation:

Position:

Current Project:

Address:

Country:

Phone:

Fax:

Email:

Private Email:

Registration: Please send the complete form via fax to +49 331 5058863 or +27 (0)88 021 7801082 or as a pdf - document to germany@collectiveleadership.com.

Mode of payment: After your formal registration we will send you an invoice. The tuition fees will be due 10 days after receipt of the invoice, latest 2 weeks before the start of the course. They amount to €1,480. This includes the course costs, food and beverages during the days (coffee break and lunch break) and all supporting material including an extensive course field guide. Concerning any discount rates, please contact us directly.

Cancellation fees: up to 8 weeks prior to the course 30%, up to 4 weeks prior to the course 50%, after this 100% of the course fee. In case you find a replacement, the cancellation fees do not apply. Please see our website for the full general terms and conditions of our educational programs.

I hereby consent to the terms and conditions of the Collective Leadership Institute's educational programs.

Date

Signature