

Effective stakeholder engagement and cross-sector partnership: key tools for getting started

14 October, 2010, 0900-1730, Central London

The Partnering Initiative (TPI) of the International Business Leaders Forum is the global leader in the creation of guides and tools to good partnering practice and in the provision of services and training to build partnering capacity across all sectors. With 20 years of experience, TPI systematically trains professionals in the UK and globally, develops organisational capacity and supports partnerships that address sustainable development challenges.



Effective stakeholder engagement can improve your organisation's performance. It opens up new possibilities for development and helps ensure your positive impact. But the engagement process needs to be managed strategically.

The workshop provides guidance on how to assess your stakeholder management processes and plan for maximum impact beyond stakeholder dialogue through practical engagement and partnership with other sectors.

Who should attend?

The workshop is aimed at managers from the private and not-for-profit sectors who are involved in stakeholder analysis and are looking for innovative approaches and new skills in order to develop practical action in collaboration with their key stakeholders.

Benefits and learning outcomes:

- deeper understanding of the business case for stakeholder engagement and cross-sector partnership
- alignment of stakeholder engagement to business objectives
- identification of key issues for engagement with other sectors of society
- identification of potential partners for collective action
- practicing interest-based negotiation skills, essential for reaching a consensus and building a relationship
- becoming familiar with the 'Partnering Cycle', IBLF's tested framework for cross-sector partnership development and management

Venue: International Business Leaders Forum, 15-16 Cornwall Terrace, Regent's Park, London, NW1 4QP (Baker Street Tube Station)

Price includes all course materials, lunch and refreshments:

£ 420 for companies; £ 275 for IBLF corporate partners

£ 275 for NGOs

To register please go to www.etches.com/14October2010

For further information please contact Elena Korf at Elena.korf@iblf.org