

“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

June 29th – July 2nd, 2010

Potsdam, Germany

Course description:

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

What is essential for their success?

- 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 is the methodology that generates productive multi-stakeholder dialogue?
- 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 build 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 Multi-Stakeholder Dialogues**.

Your key take-aways from the seminar:

- 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
- explore issues of leadership in Multi-Stakeholder settings

The faculty:



Petra Künkel, Founder and Director of the Collective Leadership Institute, Senior Consultant strategic change management, organizational development, partnership building and Multi-Stakeholder processes, accredited partnership broker with PBAS (IBLF).

COSTS

The tuition fee for the seminar is € 1490 plus 7% VAT. The amount includes tuition fees, food and beverages during the days (coffee break and lunch break) and all supporting material including an extensive seminar field guide. We kindly ask you to organise your overnight stay yourself. We will be glad to assist you in this respect.

For self-paying participants, NGOs and the participation of teams of at least 3 persons we have a special discount available. Please contact us under germany@collectiveleadership.com

LOCATION

The seminar will take place in Potsdam, near Berlin. You will receive more detailed information in response to your registration.

REGISTRATION

For registration of 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. We can only guarantee your place, if you register before **20th April 2010**.

Registration form

I would like to officially register for the seminar

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

Name: _____ First Name: _____

Organisation: _____

Position: _____

Current Project: _____

Address: _____

Country: _____

Telephone: _____

Fax: _____

Email: _____

Registration: Please send the complete form via fax to +49 331 5058863 or e-mail to germany@collectiveleadership.com by 20th April 2010.

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 seminar. They amount to € 1490 plus 7% VAT. This includes the seminar costs, food and beverages during the days (coffee break and lunch break) and all supporting material including an extensive seminar field guide.

Concerning any discount rates, please contact us directly.

Cancellation fees: 4 weeks prior to the course 50%, 2 weeks prior to the course 75%, after this 100%. In case you find a replacement, the cancellation fees do not apply.

Date

Signatur