

“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

April 20th – April 23rd, 2010

Cape Town, South Africa

*„Our biggest challenge in this new century is to take an idea that seems abstract
– **sustainable development** –
and turn it into a daily reality for all the world’s people“*

UN former Secretary-General Kofi Annan

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 **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 stakeholder dialogues**.

Key takeaways:

Our program “Working with Stakeholder Dialogues” is experience-based and focuses on understanding success factors in stakeholder dialogues. It also develops your competency to assess the applicability of stakeholder dialogue approaches and enhances your skills to successfully initiate and implement such dialogue processes. It introduces you to the key elements and their application in the preparation and implementation of stakeholder dialogues.

You will...

- know in what kind of situations Multi-Stakeholder-Dialogues are the best way forward to problem solution;
- understand key elements of a result-based process design for co-creative stakeholder engagement;
- know how to engage potential stakeholders in the best possible way and develop engagement strategies to minimize unproductive conflict;
- learn how to prepare stakeholder dialogues together with the involved actors and define the cornerstones for the success;
- learn how collective intelligence, commitment and ownership can emerge and
- Explore issues of leadership in a multi-stakeholder setting.

The faculty:



Petra Künkel (left), 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).



Glenda Wildschut (right), Director, Leadership Support and Development Centre, Cape Town, South Africa; Senior Associate, Collective Leadership Institute, focus on leadership development and training, executive and senior management coaching, transformation in social processes and conflict, as well as diversity management.

COSTS

The tuition fee for the seminar is €1380. The amount includes tuition fees, food and beverages during the days (coffee and lunch breaks) 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.

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 under germany@collectiveleadership.com

LOCATION

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

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 +27 (0)88 021 7801082 or as a pdf-document to southafrica@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 January 29th, 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: _____

Tel: _____

Fax: _____

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 southafrica@collectiveleadership.com by January 15th, 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 €1380. 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

Signature