**Workshop/Presentation** **Topic:**

***Stakeholder Engagement: Influencing Partners to Build Alignment***

**Program Description:**

Develop listening and guiding skills, vital to managing any project

Earning buy-in from multiple parties, often with conflicting interests, is a challenge for most. Learning influential leadership skills can help achieve the delicate balance of financial and stakeholder satisfaction goals.

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In this workshop participants learn how to engage project stakeholders, influence, and build alignment to achieve goals. Gaining stakeholder support for your plan improves project success rate exponentially!

In this highly interactive workshop about cultivating support, participants will:

* Discuss how engaging stakeholders can help achieve your goals.
* Learn and practice three stakeholder relationship management techniques
* Explore what rational, emotional, and social elements influence people’s opinions and decisions
* Draft a brief plan for engaging your stakeholders

**Learning objectives:**

* Communication: The ability to effectively exchange information with stakeholders.
* Relationship Management: The ability to manage interactions to provide service and support the organization.
* Global & Cultural Effectiveness: The ability to value and consider the perspectives and backgrounds of all parties in global business.

An interactive editable PDF workbook will be provided for participants to follow-along, fill out, and keep.

**About the Speaker:**

**Tracy Graf** is the CEO of [**Fuse – Igniting Communication**](https://urldefense.proofpoint.com/v2/url?u=http-3A__www.fusecomms.com_&d=DwMFaQ&c=euGZstcaTDllvimEN8b7jXrwqOf-v5A_CdpgnVfiiMM&r=2WkpcVv3erwIkeN0ZbI4dPcV-lazMnEQdjtG1zNYycprDGeUYbftza9RkdWIyBgg&m=6NT9ANJg8CHgYCd4dBTv8R0by4MP8QkTDZGS0ZIMCZk&s=gMRi4vd2TCUCLNwIaVNzqsfB8aweYz5aYr04NuqPchs&e=)**,** an innovative training company that is increasing success for a variety of prestigious organizations across the globe. Fuse customizes workshops to meet their clients’ needs in developing **Transformational Leadership, Team Collaboration,** and **Partnership Development.**

Fuse - Igniting Communication is the exclusive distributor in the U.S. of workshops that use AI technology to simulate months of realistic workplace experience in the matter of a few hours.

Tracy has 20 years of leadership experience in learning and development, project management, marketing, and public relations with **Vail Resorts, Life Time Fitness**, and **Disney on Ice**.