



Sims4Training Managing Stakeholders

*An interactive and challenging experience of
influencing stakeholders – in a safe learning space*

+44 (0)7970 806 976
www.Sims4Training.com



The Problem

Gaining buy-in and approval across a range of interested parties (often with conflicting interests) is a challenge regularly faced across the business world. So how can you prepare for this complex negotiation? By utilising our state of the art Simulations, you can build your knowledge in the 'soft' skills of listening, influencing and the range of techniques around building an effective communication plan. This Simulation is for anyone who needs to engage and influence their stakeholders, by providing a range of knowledge, tools and techniques all within a risk-free environment.



Who Is It For?

- Managers of all levels who need to build a consensus between internal and external stakeholders, in order to achieve their objective.
- Project managers, Project sponsors and Project team members.
- Sales consultants and executives.



What's It All About?

Typically run over two hours in a single day or 3x3 hour Virtual sessions, this Simulation is pragmatic for your people in today's time-poor environment. Teams of three people go through the experience together, allowing them to verbalise, reflect and learn from the decisions they make and their subsequent results. Customarily, five teams take part in the Simulation, which adds a fun, competitive and lively element to an experience that delegates relish.



Why Attend?

- Managers develop active skills through experience and subsequent reflection, allowing them to optimize behaviour back in the workplace.
- The skillset required for leadership is often complex and demanding. This system allows you to develop these often subtle skills, preparing you to deal with situations where there aren't necessarily any "right answers".
- You are given an opportunity to make mistakes - but in an environment where mistakes don't impact your career or the organisation.
- See how well you listen to and influence others, gaining the tools and techniques necessary to improve your interpersonal skills.
- Receive honest and immediate feedback about your actions with our live Feedback Reporting system – during and after the project.
- It is well documented that the next generation of learners are requiring more innovative and interactive learning methods – these methods 'stick' and work!
- Learn through discovery, not dictation - which any management book will tell you is a far more powerful teaching experience.



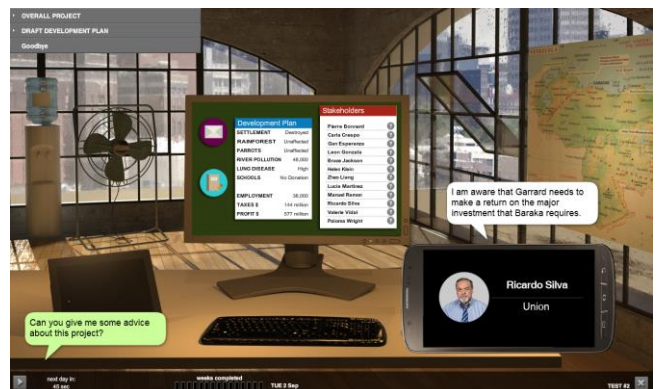
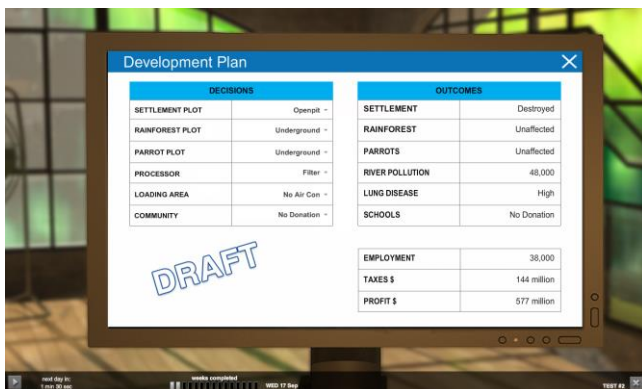
What do I need to run this?

- 5 laptops (for 15 delegates) with internet connection, a mouse and speakers.
- A room with a projector, a screen and internet connection for the Facilitator.
- Also can be run in a Virtual Classroom.

When would be the right time to do this?

Manging stakeholders will suit:

- Managers wanting to enhance their listening and influencing skills.
- Newcomers to your organisation: it's ideal for induction or Graduate training.
- Leaders who want a quick refresher and to see how their skills measure up to industry norms.



In-Company Training

- Based on 15 delegates in 3 teams of 5 people
- Includes licences and trainer for a 2 day workshop

£230 + VAT per delegate



Trainer Accreditation

- One off fee of **£1950** +VAT
- Then purchase licences to run your own events and workshops

£150 + VAT per delegate

