

The Engage Programme

Stakeholder Management and Leadership Development

How and Why the Programme was born

Knowing, understanding and managing our stakeholders in our everyday working lives are all essential components and ingredients of success. So often we encounter issues to do with the identification and management of people in projects, in teams, internal and external to the organisation.

As with all our programmes at Investors in Learning, the Engage Programme has developed as a result of customer demand. We increasingly realised the positive impact of the conscious application of a tried and tested process to people's behaviours and communication styles. As people learned about the psychology of self and others combined with a bespoke Stakeholder Management process, people increasingly reported feeling more effective in their communication and results with key people in their lives.

People need strategies with which to understand and read other people so that they can consciously adapt their communication styles and so that they can plan how best to engage the key people in their projects and working environments.

This Programme is created to develop deep learning and maximum impact.

Key Outcomes of the Programme

To understand the importance of:

- Stakeholder Engagement/ Management
- Effective communication and Interpersonal skills
- Effective planning within projects and programmes

To develop:

- Leadership skills of both self and others
- Effective and adaptable communication techniques
- Conflict resolution and negotiation skills
- Reflective and reflexive practise to continually improve skills, qualities and behaviours and to maximise effectiveness within own role

Target Audience – who will benefit from this programme?

Recommended for employees at all levels of the business who have contact with Internal and External Customers and other Stakeholders.

Programme outline

This programme includes 5 workshop days as well as individual sessions to ensure a deeper and personalised learning experience. The Engage Programme enables participants to consider the key qualities and skills required within their role to be effective and make the most positive impact across the business. Participants will be able to identify their key stakeholders and understand how to adapt communication to create positive relationships.

Day 1 – Understanding self and others. Using a recognised and trusted personality tool you will gain a better understanding of your own communication style and the needs of others.

Day 2 – the job role and the skills, qualities and behaviours required for maximum impact

Day 3 – Stakeholder Management techniques and processes including the Investors in Learning online Engage Platform which is a tool to use alongside the programme and beyond to ensure that the application of learning is sustained and embedded over time

Day 4 – Effective Stakeholder communication tools and Project Management fundamentals

Day 5 – Maximising impact – making the Learning last and creating a sustainable change

ILM Accreditation

The Investors in Learning Engage Programme has been endorsed by ILM. ILM is a City & Guilds Group business, bringing a wealth of expertise in professional training, qualifications, learning content, technology and assessment.

It is part of the City and Guilds Group and is recognised internationally. In a recent survey, 93% of Employers saw a tangible increase in performance after an ILM qualification.

All ILM qualifications are awarded by The City & Guilds of London Institute, which was founded in 1878 and is incorporated by Royal Charter.

Getting the right mix of inspirational leadership and effective management skills and practices can have a significant impact on organisational performance in terms of profit, sales, growth and survival.



Knowing-Doing-Being framework

The ILM Knowing, Doing, Being framework takes into account all aspects of good leadership and management and how it works in practice.

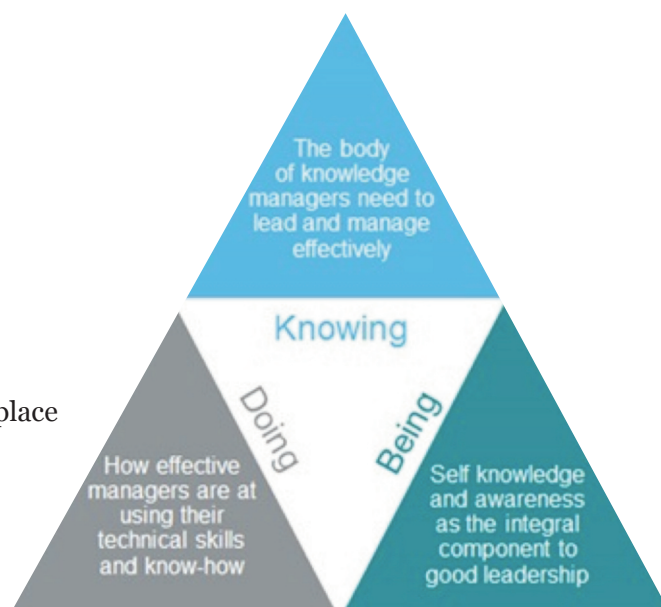
It recognises the need for rounded development – technical knowledge, capability and personal awareness.

- Knowing is the body of skills and technical knowledge you need to manage effectively – fundamental know-how around finance, marketing and planning.
- Doing is putting that knowledge into practice. For example being good at leading teams or managing projects – not just knowing the theory.
- Being is about self-awareness, values and integrity. Great leaders understand the impact they have on others, are confident, have a strong framework of values. They have the emotional intelligence to engage others and engender trust.

How we use the Knowing, Doing, Being framework

All Investors in Learning programmes bring together all three elements of the framework – developing the whole person by combining:

- Insight into personal qualities
- Formal structured learning
- Transfer of knowledge into action at the workplace



Interested?

If you wish to pursue any of the above, please contact us for a no obligation conversation. Cost will vary with mode of delivery. Online and face to face options are available.

Please contact : info@investorsinlearning.com

or contact Helen on helen@investorsinlearning.com

if you have any specific queries on ILM accreditation

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