

PMINJ Chapter
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*Some Practical Keys to Successful Stakeholder
Management*

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Some Practical Keys to Successful Stakeholder Management

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Keys

1. Make the decision to be proactive in your approach
2. Be aware of your surroundings
3. Know the scope of your responsibilities
4. Build your team both virtually & in-person
5. Communication

Two Roads...

Enables us to make high-quality decisions, even with limited information, in uncertain times and under pressure



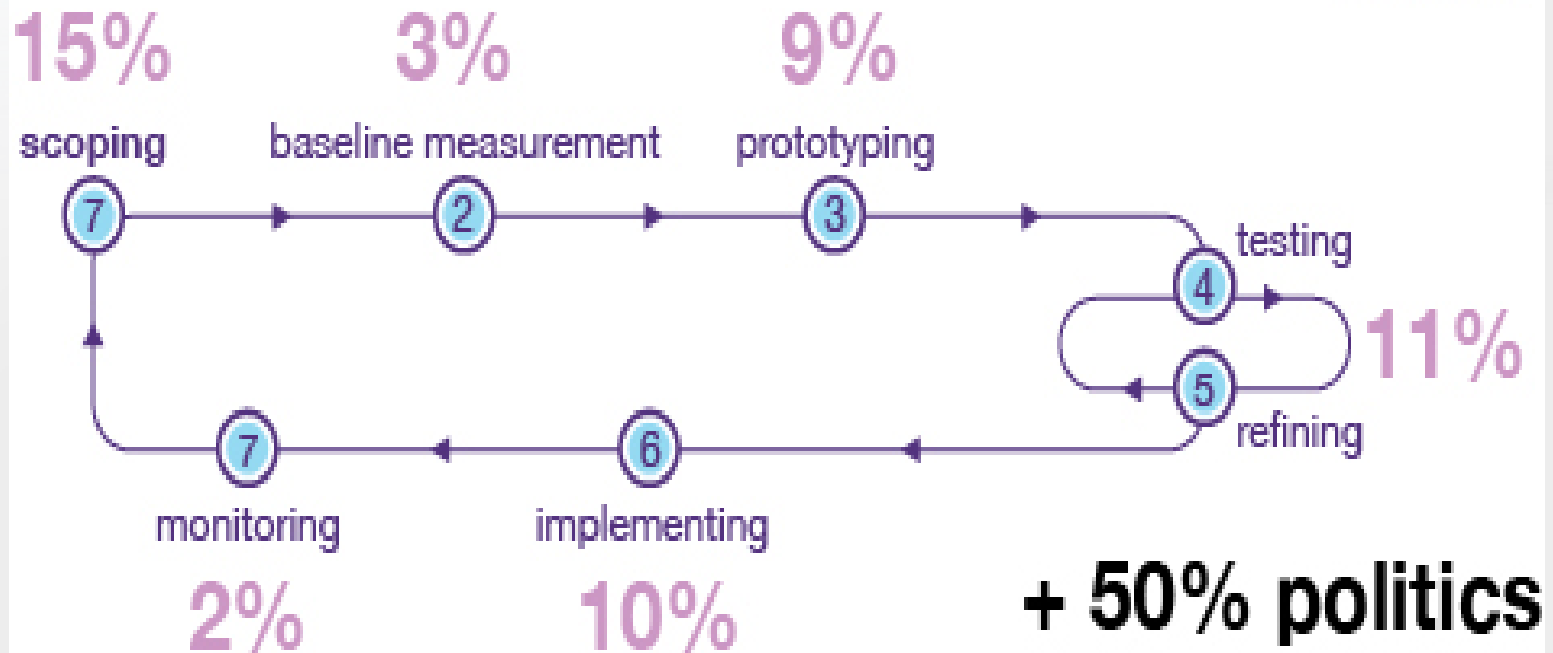
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Project Context

Pay attention to the politics of the project

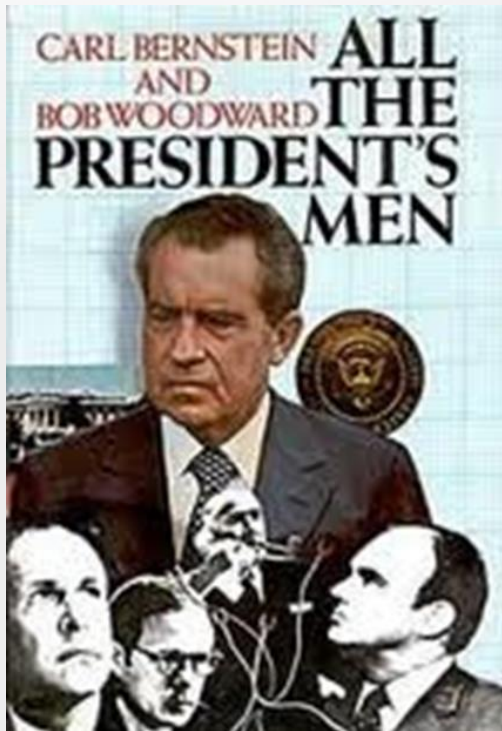
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A Local Historical Example...

Understand the Business Drivers

- Politics of the project



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Understand the Business Drivers

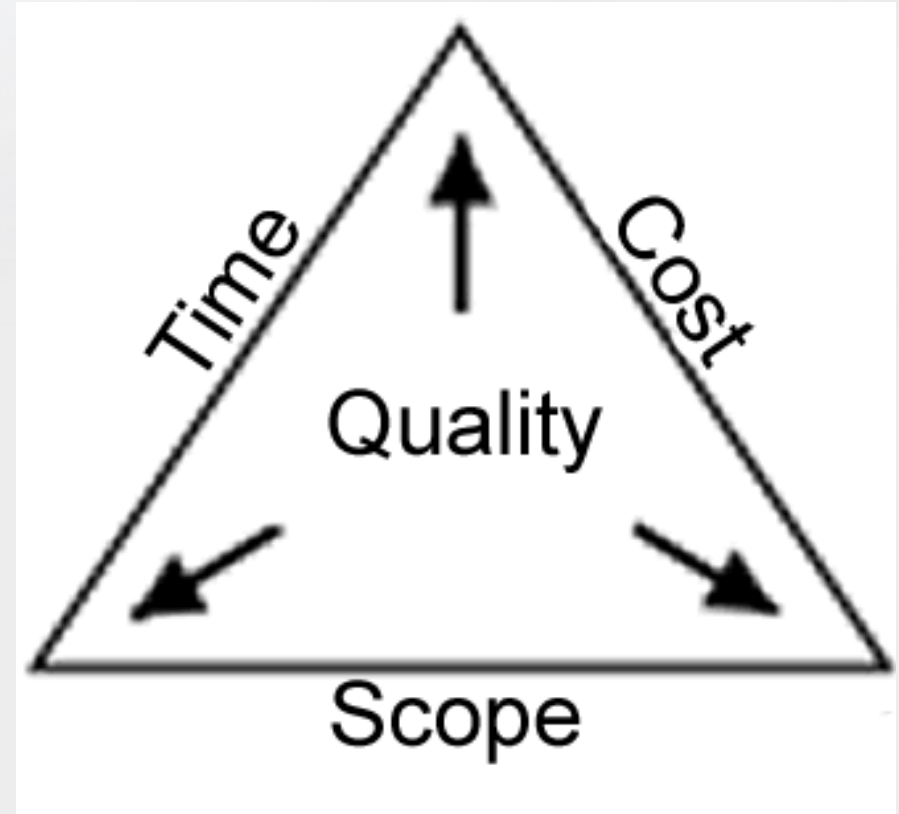
How does your project fit into “Big Picture”



Trade-offs

Recognize EVERY change has one or multiple trade-offs.

“There is no such thing as a free lunch”



Negotiations

Everything (almost)
is negotiable

- Practice the art of the possible
- Separate “must-haves” from “nice-to-haves”

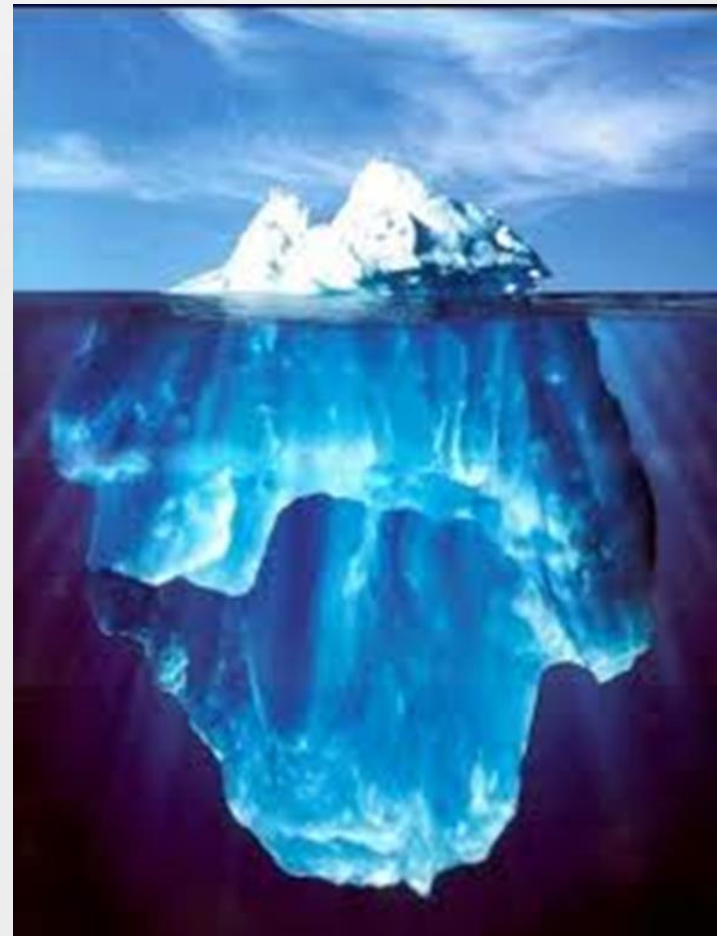


Apply the 80:20 Rule

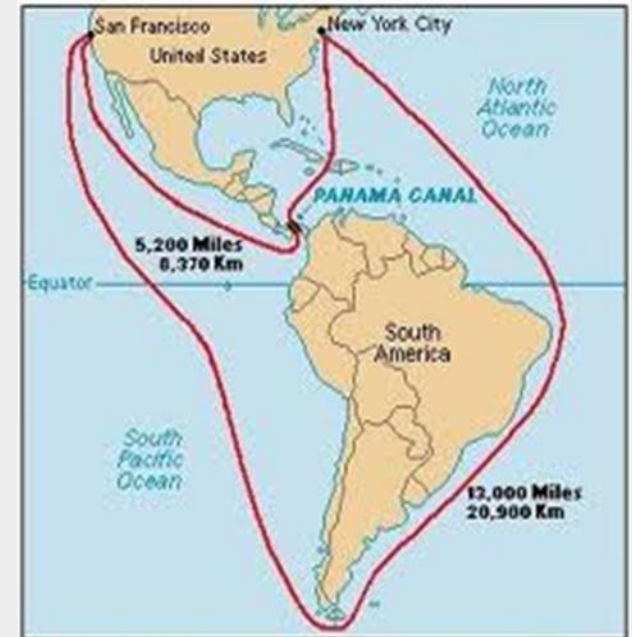
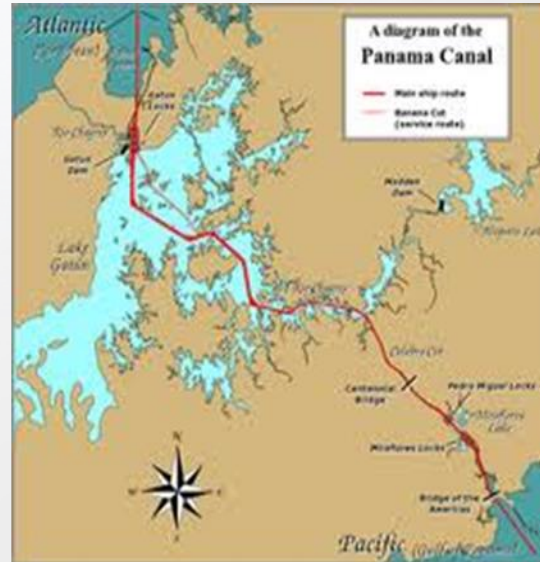
Spend time planning, to understand:

- impacts,
- dependencies,
- resource allocations
- risks (quantitative vs. qualitative)

Utilize “dashboard” techniques for reporting and analysis



The 80:20 Rule Applied – Fabulously!



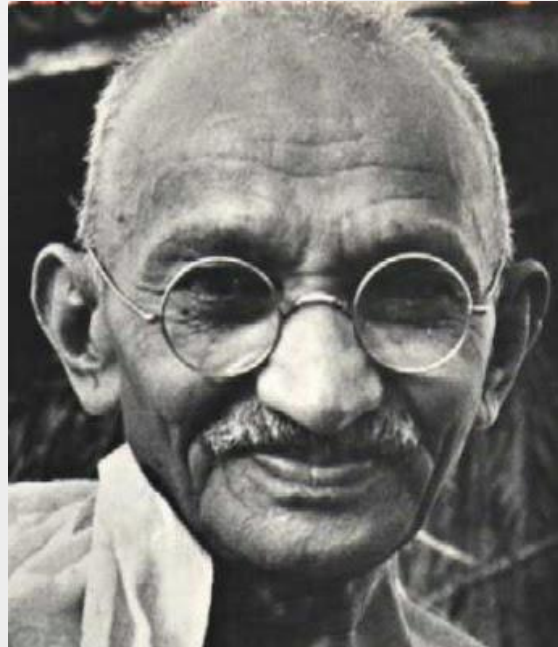
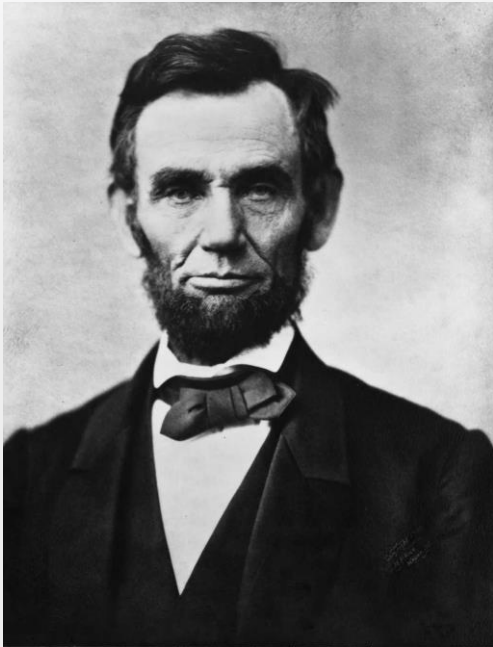
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Some Examples

Who do you want to follow?

- What does he/she do that you like?



Some Characteristics

Lead by example

- Take time to learn people & “leave people better than you found them”
- Be responsive and trustworthy; show appreciation; act fairly, become an effective listener and communicator

Some Additional Thoughts

Team-building: skills vs. chemistry



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Practical Application

1. Don't be afraid to ask questions
2. Communicate
 - Communicate again
 - Who else needs to know?
3. Strategic vs. Tactical
4. Communication styles



Benefits

Teamwork spreads the load

- Your leadership with your team pays dividends at crunch time



Questions & Contact Information



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