



## Agenda

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## Power, Influence, and Politics: Mastering Stakeholder Management

**Instructor(s):** Vijay Verma

**Length:** 2 days

**Prework:** None

**CEUs:** 1.4/see below for PDU breakdown

**Level:** Intermediate

**Training Topic:** Business Skill Enhancement

**Subtopics:** Program Management, Stakeholder Engagement

### Training Description:

The more power you have and the better you know how to use it, the better you can get things done. Ignoring the external and internal politics surrounding your project can be hazardous. Effective use of power, influence, and politics is the key for mastering stakeholder engagement. Most project managers have enormous responsibility but not enough formal authority. Successful project managers must understand the dynamics of power and politics, and the importance of engaging stakeholders through leadership and influence.

This training will focus on practical techniques to use power, influence, and politics for engaging stakeholders effectively, and key factors for managing politics effectively. Analyze the political landscape in your organization and learn how to stop being naïve, protect yourself from “sharks,” be politically sensible, and convert your adversaries and opponents into your allies. Understand the five categories of stakeholders and uncover ways to manage politics at the project level and upper management levels.

In this highly interactive session, you will evaluate, improve, and discover strategies to increase your total power. You will understand the important keywords for positive and negative politics, identify three political positions, develop strategies to manage five categories of stakeholders, and increase your overall leadership effectiveness. You will learn many practical tips to create a climate of more collaboration, teamwork, and commitment among stakeholders for getting things done and leading people to their peak performance.

### Learning Objectives:

*Upon completion of this training, learners will be able to:*

- Identify eight sources of power, evaluate your own power level, and develop strategies to increase your power and influence.
- Describe keywords for negative and positive politics and learn the art of using positive politics to deliver successful projects.
- Analyze the political landscape, identify three political positions, and develop strategies to convert your adversaries and opponents into allies.
- Identify five categories of stakeholders based on dimensions of trust and agreement, and develop strategies to manage stakeholders effectively.
- Develop strategies to manage politics effectively at the upper management level and the project level to successfully deliver results.

## **AGENDA: Day 1**

### **Before Lunch:**

- A. Basic Concepts of Politics in Engaging Project Stakeholders
  - Main issues about politics
  - Intensity of politics in project management
  - From strategies to results with power, influence, and politics
- B. About Politics (Setting the Stage)
  - Politics are about power, influence, and negotiations
    - Seeking power
    - Acquiring power (focus on informal power)
    - Maintaining power by using power effectively (to manage politics )

### **After Lunch:**

- C. Importance and Dynamics of Power and Influence
  - Main issues about power and influence
  - Two components of power (formal and informal)
  - Four advantages of informal power
  - Eight sources/types and basis of power
- D. Increasing Your Power Level
  - Characteristics of power
  - Outcomes of power
  - Evaluating your own power level
  - Developing strategies to increase your total power (group exercise)

## **AGENDA: Day 2**

### **Before Lunch:**


- A. Importance and Dynamics of Politics
  - Why do we have organizational politics (four main issues)?
    - Project and project management issues
    - People behavioral issues
    - Organizational and management issues
    - External and global market issues
- B. Analyzing the Political Landscape
  - Two types of politics with attributes (negative and positive)
  - 10 commandments of positive politics
  - Swimming in a political pond
  - Three political positions with their viewpoints, intentions to deal with politics, and techniques to manage their people and projects
    - Naives
    - Sharks
    - Political sensible

### **After Lunch:**

- C. Political Behaviors of Stakeholders
  - Types of political behaviors and their impacts
  - Managing political behaviors
- D. Managing Project Politics and Stakeholders
  - Five categories of stakeholders based on trust and agreement
  - Strategies to convert adversaries and opponents into allies
  - Managing politics at the upper management level
  - Managing politics at the project level
  - Managing stakeholders with power, influence, and politics

**Professional development units (PDUs)** are 1-hour blocks of time spent learning, teaching others, or volunteering. By attending this training, you will be able to achieve the following PDUs as learning hours to apply for PMI certification or to maintain your certification status with PMI. [View](#) how your PDUs align with the PMI Talent Triangle®.

	Technical	Leadership	Strategic	Total
<b>CAPM® / PMP® / PgMP®</b>	0	14	0	14.00
<b>PMI-ACP® / Agile*</b>	0	14	0	14.00
<b>PMI-SP®</b>	0	14	0	14.00
<b>PMI-RMP®</b>	0	14	0	14.00
<b>PfMP®</b>	0	14	0	14.00
<b>PMI-PBA®</b>	0	14	0	14.00



*\*Please note that the asterisked row above applies to the PMI® Agile Certification Journey and includes DASM™, DASSM™, DAC™, and DAVSC™ certifications.*