

Effective Stakeholder Management through Strength Deployment Inventory Tool

“The SDI is the Swiss Army Knife of Training. It’s a great people management tool.”

Maria Slater, US Army Command & General Staff College

Workshop will focus on stakeholder dynamics, what motivates individuals and how they get off track. It will move on to explore conflict, why it happens and how to bring relationships back on track. The participants will then explore how this can be applied to the management of stakeholder relationships and improving outcomes from their interactions



You will Learn How to

- Identify your personal motivations & Behaviors
- Administer Strength Deployment Inventory
- Utilize Motivational Value Systems
- Understand Stakeholders Motivations & Behaviors
- Manage conflict within the business process
- Get things back on track

Dates : Sunday 24th July 2011

Timings: 9:00 AM – 5:00 PM

Fees: RS 4500 / Participant for workshop

Venue: Sheraton Hotel & Towers, Karachi

Workshop Content

Introduction

Stakeholder Types
4 Premises of Relationship Awareness
Behavior Vs Motivation

Motivational Value System

Understanding Stakeholder Motivational Values
Relating Motivations and Behaviors
Motivational Value System Role Play

SDI Administration

SDI Charting
Assessing Individual Results
Understanding Personal Motivational Value

Conflict Handling

Understanding Conflict
Reviewing Conflict Sequences
Stakeholder reactions in conflict stages

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