

# PARTNERSHIPS & STAKEHOLDER MANAGEMENT

ILM & CPD Standards Office Certified

Duration: 8h

2 days live online or 1 day face2face

 sustainability  
knowledge  
group



  
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The **Partnerships and Stakeholder Management Training Course** is a highly specialised training course which is suited to CSR/ Sustainability professionals, and everyone who is involved in engaging with stakeholders and developing business partnerships and relationships. Attending the training course will help participants to elevate partnerships and stakeholder management to the core of their business strategy. Participants will develop an enhanced understanding of how effective partnership development and stakeholder engagement link directly to business strategy and the long-term value and benefits of such approach. Participants will be equipped with practical tools on stakeholder engagement, skills on how to develop collaborative partnerships, and techniques to identify business opportunities and inform organizational strategy. Participants will focus on effective and streamlined techniques that are developed to maximize stakeholder positive impact and minimize business risks.

## Top Benefits

Participants of the Partnerships and Stakeholder Management will bring new value to their own skill sets and to their organizations through:

- Long term stakeholder engagement strategy
- Methodologies to cocreate effective partnerships
- Assessment and planning tools to manage partnerships
- Engagements to maximize the impact of stakeholder programs
- Mapping and designing corporate initiatives based on prioritized stakeholder lists and channels of engagement
- Measuring the performance and impact of partnerships and stakeholder engagements
- GRI Standards, topics and disclosures on stakeholder management
- Partnerships for the SDGs
- Identification of future development opportunities

## Who should attend?

Participants with either strategic or operational level roles will find value in this training course by building competencies in the complete stakeholder framework including strategy, engagement, prioritization, and mapping. Functions: CSR/Sustainability, ESG, Governance and Risk Management, Human Resources, Marketing/Communications/PR, Supply Chain/Logistics, Health and Safety, Environment, Quality, Operations, Corporate Philanthropy/ Foundations

## Objectives

A specialised and hands on training for professionals involved in stakeholder management.

- Align stakeholders needs and expectations with sustainability strategies
- Develop collaborative partnerships based on established standards
- Practice on developing successful initiatives
- Develop strategies to secure effective stakeholder support and successful implementation
- Identify and manage partnership risks and opportunities
- Use roadmaps to manage effectively remote partnerships
- Improve Sustainability reporting and performance

## Global ILM & CPD Recognition

Following your successful post-course assignment submission, you will receive the **“Partnerships & Stakeholder Management” Certificate** which is endorsed by ILM, and your CPD Standards Office Certificate verifying 6.45 CPD hours, confirming your achievement.

  
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The CPD Standards Office  
CPD PROVIDER: 21476  
2018 - 2020  
[www.cpdstandards.com](http://www.cpdstandards.com)



## Key Topics Include

1. Practical Sustainability and CSR concepts
2. Principles for effective partnerships
3. Stakeholder mapping and identification
4. Stakeholder prioritization
5. Stakeholder engagement and initiatives
6. Developing partnerships for Sustainability
7. SDGs and Sustainability reporting
8. Effective communications
9. Post-course assignment for ILM Certification

## Have said about our training courses

*"Standard, knowledge & technique of the instructor-wonderful!"* – **E.W., Manager, ALMAVARIA**

*"Face-to-face, small groups, great learning environment, training appropriated towards our company needs is what we enjoyed the most"* – **J.B, Director, ALMAVARIA**

*"I believe that the course was very important as it allowed me to systematize the concepts and deepen my knowledge in this area."* – **C.C., HR Leader, Liberty Insurance**

## Training Methodology

We firmly believe that a friendly, supportive, and engaging learning environment is key to building long-lasting knowledge and maximizing retention. To support this belief, we built all our courses around a dynamic mixture of lectures, practical exercises, best practice case studies and group discussions.

Our method builds not only knowledge, but a confidence in discussing and applying Sustainability, ESG and Corporate Responsibility concepts and the platform for exchanging ideas and building valuable connections.

## Course leader: Aglaia Ntili



Aglaia has over 17 years of international advisory and training experience across a range of corporate sustainability & responsibility fields.

Aglaia serves as the Managing Director of Sustainability Knowledge Group, providing advisory and training services at international corporate level. Aglaia is the founder of CSR Coaching, supporting professionals in Corporate Responsibility and Sustainability. She is the Chair of the International Society of Sustainability Professionals (ISSP) local Chapters for UAE and Cyprus, the 1st and only open platforms to support active learning and knowledge sharing on Sustainability, CSR, impact and ESG.

Aglaia is an adjunct lecturer in Sustainability at Murdoch University, Dubai and a course advisor at the Philanthropy University for the online Course "Stakeholder Engagement Strategy". As a GRI certified trainer, she developed the Middle East and Greek local GRI training version (2010-2014) for regional providers. As an ILM and CPD Standards approved trainer, she trained hundreds of professionals in GRI Reporting, Strategy, Assessment, CSR Programs, Stakeholder Engagement, SROI, Performance & Environmental Management, communication and Quality.

Aglaia holds an MBA, an MSc in Total Quality Management & Business Excellence and a Degree in Business Administration. She is a Certified ISSP-SA, a SROI practitioner, a successfully GRI Standards Exam Candidate, an ISO 9000 Lead Auditor and an EFQM Accredited European Excellence Assessor. She is a recognized Competent Leader and Communicator under Toastmasters International, a Certified LEGO® SERIOUS PLAY® Facilitator and holds a certificate in Brokering Remote Partnerships. Aglaia is a Board member and founding member of the Greek Sustainable Building Council, and the founder of the social enterprise "Strategy".

Aglaia has presented the business case for Sustainability, and tools to develop it, at a number of conferences, in Europe, Asia and the Middle East.

## Sustainability Knowledge Group

We are a global Sustainability, ESG and CSR advisory firm dedicated in creating value through strategic advisory, training solutions, coaching and meetups.



## Contact us

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