

Leading Learning Linking

# LEADING MORE EFFECTIVE STAKEHOLDER ENGAGEMENT

## SHORT PROGRAMS

### LEADING MORE EFFECTIVE STAKEHOLDER ENGAGEMENT

Enhance your stakeholder  
engagement strategies  
to achieve better outcomes.

**Program date /**  
Thursday 18 October 2018 – 9am to 5pm

**Location /** Edments Building – Level 5, 38 Gawler  
Place, Adelaide

**Who should attend /**  
Officers | Leaders at all levels

**Investment (Inc GST) /**  
Member \$450 / Non - Member \$550

**Register online /**  
[www.lgprofessionalsa.org.au/event-3019082](http://www.lgprofessionalsa.org.au/event-3019082)

**Registrations close /** Thursday 4 October 2018

**Scan code to register /**



#### Overview

In a changing business environment it is essential that organisations engage their stakeholders in ways that build long-term partnerships and achieve mutually beneficial outcomes.

Using relevant case studies and scenarios, this program enables participants to understand and develop the principles, strategies and behaviours needed to meet and exceed stakeholder expectations, while ensuring the organisation also benefits from their involvement.

#### Key Learnings

At the end of this program participants will be able to:

- Understand the current environment for stakeholder expectations
- Identify the needs, concerns and goals of their stakeholders
- Develop a relationship management plan to connect with each of their most significant stakeholders
- Establish criteria to assess the performance of the management plan
- Utilise a range of communication techniques to engage and lead stakeholders in a constructive partnership



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### About Local Government Professionals Australia, SA

Local Government Professionals Australia, SA is a not-for-profit member based association representing professionals working in local government in South Australia. We have the ability to link and connect people from different councils who may not otherwise form relationships or share with each other. Our high quality professional development programs and networking events are uniquely local government – reflective of the culture of the sector and sensitive to the needs of its professionals. The content of our events and programs are informed by our members and people who genuinely care about the sector. We provide a safe and supportive environment in which to grow and learn while creating opportunities to make time away from the office to work on the business or on self. We award and acknowledge achievements of excellence.

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### Developed by the sector, for the sector

All proceeds from our programs are directly reinvested to further develop the local government sector through continued support of professional networks, events and learning and development initiatives for local government professionals.



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### More Information

All program queries can be directed to **Kate Staples**, *Manager Professional Development and Networks* at [kate@lgprofessionalsa.org.au](mailto:kate@lgprofessionalsa.org.au) or **(08) 8291 7996**.

*This program is open to registrations from LG Professionals, SA members, council employees and employees of regional subsidiaries.*

*A cancellation policy applies. Please view at: [www.lgprofessionalsa.org.au/about-us](http://www.lgprofessionalsa.org.au/about-us)*

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### Program Facilitator

#### Gary Edwards

Gary is a keynote speaker, coach and consultant who takes business leaders, sales people, entrepreneurs and service staff 'behind the smoke and mirrors' to show them how to build their ability to influence their future.

As a lawyer, magician, negotiator, comedian and speaker, Gary is an expert in the art and science of influence – the key ability that businesses will need to navigate a future where nothing is quite what it seems.

For the past 20 years, Gary has worked with business leaders, entrepreneurs, sales people and service teams who want to survive the challenges of change and build successful, sustainable businesses.

Gary is a member and former State President of Professional Speakers Australia, a member of the Global Speakers Federation, and conducts research at the leading edge of trust-based influence as it applies to leadership, sales and change.

