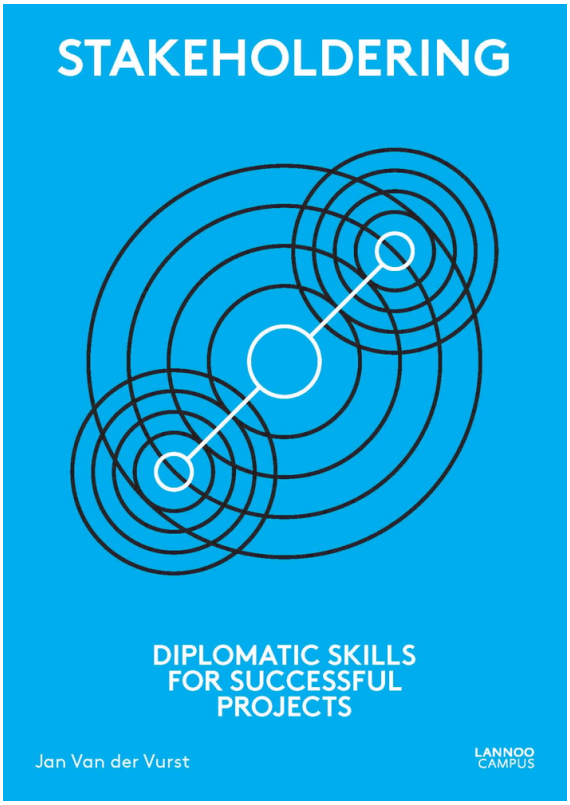
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Stakeholdering

Diplomatic Skills for Successful Projects

Jan Van der Vurst

ISBN	9789401462525
Publisher	Lannoo Publishers
Binding	Paperback / softback
Territory	World excluding Belgium, The Netherlands, France, Switzerland & Scandinavia
Size	240 mm x 170 mm
Pages	252 Pages
Price	£30.00

- Insight into the psychology of power
- Scientifically proven: contains checklists, questionnaires and precisely described interventions
- Can be used for (project) management-related training for both profit and social-profit organisations

Every stakeholder has his own objectives, interests and sensitivities. Trying to align all these things with your own agenda is no easy matter. The difference between success and failure is often to be found in your use of diplomatic skills. Searching with respect for solutions that can benefit everyone involved is the key. *Stakeholdering* shows you how to play this game to maximum effect. Based on the series of practical examples, questionnaires and checklists contained in the book, you can learn how best to understand and influence your relations with stakeholders. In this way, you can allow people's competence and expertise – including your own – to be used to their full potential.

Jan Van der Vurst is head of the Kenaz training and consulting bureaus and the Stakeholdering Academy. He undertakes assignments for major companies worldwide in the fields of collaboration and leadership.

Published 27th Jun 2019