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Guy Grindborg
PMP, MoP, BRMP



April Chapter Meeting

April 19th - 5:30 pm to 7:15 pm

We'll start by introducing our new partnership with IIL - including how you can access discounted on-demand learning and PDUs. Then we'll have a great talk from Guy Grindborg from IIL, focusing on communication and stakeholder engagement.

This webinar is designed to help you better manage your interactions with project stakeholders and enhance your communications effectiveness on your projects. By exploring critical leadership and crossfunctional team topics, you will gain a detailed understanding of:

- The journey of stakeholder management and engagement
- The competencies required to excel in building stakeholder engagement
- How to build the relationships required for project success
- How to develop your emotional intelligence to support building effective stakeholder relationships

This free virtual event earns 1 Business Acumen PDU.

Register



FREE LIVE WEBINAR

Negotiating for Optimal Outcomes

TUESDAY, APRIL 18, 2023 | 3:00 PM ET/12 NOON PT

[REGISTER NOW](#)

FREE FOR ALL CHAPTER MEMBERS!



PAUL NICHOLS
TRAINING CONSULTANT



IIL Advantage Program: Negotiating for Optimal Outcomes

April 18th - 12:00 pm to 1:00 pm

As a PMI Inland Northwest Chapter Member, we are excited to invite you to our next free live webinar Negotiating for Optimal Outcomes (1 PDU), presented by International Institute for learning.

Learn how negotiation is defined and the phases of negotiation from preparation through measuring the outcomes of the negotiation and explores common approaches to negotiating. Key takeaway: an in-depth review of the rules of principled negotiation.

Join us on Tuesday, April 18th at 3 pm ET/12 pm PT, for this highly informative webinar and earn up to 1 PDU! Can't attend live on the 18th? Don't worry! Register today and enjoy on-demand access for 30 days!

[Register](#)



April Tech Talk

April 20th, 12:00 pm - 1:00 pm

Learn how to manage project communications using the Microsoft ecosystem (Teams, SharePoint, etc...). This session will focus on practical techniques for streamlining communications to help reduce the time you spend crafting emails.

Our speaker is Shawna Ernst, PMP, DASM, CGEIT. Shawna is the IT Manager for the Spokane Police Department where she uses Microsoft products daily to keep stakeholders informed and engaged. She's also the PMIINW chapter's VP of Marketing.

This free virtual event earns 1 Ways of Working PDU.

[Register](#)



April PMO Forum

April 25th, 12:00 pm - 1:00 pm

Join local PMO leaders for a quarterly discussion of all things PMO! Topics include running a successful PMO, managing programs and portfolios, and navigating competing demands.

This free virtual event earns 1 Ways of Working PDU.

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Project Management Focus: Communication

In March and April, our events are focused on the theme of communication! As project managers, we're sure you know that communication is one of those things that sounds simple, but is actually complex.

Identifying and Engaging Stakeholders: Key to Project Success:

Ruth Powers, VP Programs

Stakeholder engagement is a critical success factor in any project or program, be it a small-scale project or a large-scale program. Identifying the right stakeholders and engaging with them effectively can make all the difference in ensuring that your project is successful. In this article, we will discuss some tips for identifying stakeholders, ensuring that you don't miss any critical ones, and engaging with them effectively. Let's start off with some tips and tricks for identifying stakeholders.

- Start with a comprehensive list

This list may include customers, employees, suppliers, regulators, shareholders, and others. A comprehensive list helps you to ensure that you are not missing any critical stakeholders.

- Use a stakeholder mapping tool
 - A stakeholder mapping tool can help you identify stakeholders and determine the level of influence or interest they have in the project or program. This will help you to prioritize your engagement efforts and ensure that you are engaging with the right stakeholders.
- Conduct stakeholder interviews
 - Stakeholder interviews are an essential tool for identifying stakeholders and understanding their perspectives. Conducting interviews with stakeholders can help you to identify additional stakeholders that you may have missed, and ensure that you are taking their opinions into account.
- Review project documentation
 - Project documentation such as project charters, business cases, and requirements documents can also help you identify potential stakeholders. Reviewing these documents will help you to identify the stakeholders who are impacted by the project or program.
- Consider the broader context
 - It's essential to consider the broader context of the project or program when identifying stakeholders. This includes the political, economic, social, and technological factors that may impact stakeholders. This will help you to identify stakeholders who are not directly impacted by the project but may have an interest in it.
- Analyze stakeholder networks
 - Stakeholder networks can be complex, with relationships and dependencies between stakeholders. Analyzing stakeholder networks can help you to identify key influencers and decision-makers who have a significant impact on the project or program.
- Monitor and update stakeholder information
 - Stakeholders are not static, and they can change throughout the project or program lifecycle. Therefore, it's important to continually assess and engage with stakeholders to ensure that you are engaging the right stakeholders at the right time.



Once you have identified your stakeholders, it's important to engage with them effectively. Here are some tips for effective stakeholder engagement:

- Understand their communication style
 - When conducting stakeholder interviews, it's important to keep in mind that each stakeholder may have a different communication style and preference. Some stakeholders may prefer face-to-face meetings, while others may prefer email or phone calls. It's important to learn what communication method works best for each stakeholder to ensure that you are effectively engaging with them.
- Determine desired frequency of communication
 - Stakeholder interviews can also help you determine the desired frequency of communication. Some stakeholders may want frequent updates and regular meetings, while others may only want to be updated on a need-to-know basis. By understanding each stakeholder's communication style and preferences, you can tailor your communication plan to meet their needs and ensure that they are adequately informed throughout the project or program lifecycle.
- Establish clear lines of communication
 - Effective communication is key to stakeholder engagement, and it's important to establish clear lines of communication early on in the project or program. This includes identifying the appropriate communication channels and establishing communication protocols and timelines.
- Involve stakeholders in decision-making
 - Engaging stakeholders in decision-making can help to build trust and ensure that their needs and interests are taken into account. This includes involving them in the development of project goals and objectives, as well as key decisions related to

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