Government Relations and Stakeholder Engagement

Sales and Marketing

Course Overview

Government Relations and Stakeholder Engagement: a 5-day professional training course from LTC Consultants, delivered in-classroom across Africa and live...

What You Will Achieve

- Explain the core principles and current good practice in Government Relations and Stakeholder Engagement
- Apply practical tools and techniques for Government Relations and Stakeholder Engagement in your own organisation
- Analyse real-world scenarios and select the right approach with confidence
- Avoid the common pitfalls that undermine Government Relations and Stakeholder Engagement in practice
- Build a personal action plan to implement what you have learned

Who Should Attend

Marketing, communications, PR and sales professionals, and managers responsible for brand, reputation or revenue growth.

Course Outline

1. Setting the scene: Government Relations and Stakeholder Engagement in today's organisation
2. Key concepts and the language of Government Relations and Stakeholder Engagement
3. Frameworks and good practice that deliver results
4. Hands-on application: workshop exercises and cases
5. Problem-solving clinic: participants' real challenges
6. Integrating Government Relations and Stakeholder Engagement with day-to-day operations
7. Reporting, metrics and demonstrating value
8. Action planning: your first 90 days after the course

Upcoming Dates and Fees

DATES	VENUE	FEE (PER DELEGATE)
2 to 6 Nov 2026	Windhoek	**$1,450**
9 to 13 Nov 2026	Dar es Salaam	**$1,450**
16 to 20 Nov 2026	Online	**$800**
23 to 27 Nov 2026	Gaborone	**$1,450**
30 Nov to 4 Dec 2026	Kigali	**$1,450**

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Every delegate receives a Certificate of Attendance. Group and in-house rates available on request.