

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)
26 to 30 Oct 2026	Pretoria	\$1,450
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

LTC Consultants

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