Turning project opponents into allies

Access to resource on how to deal with project opponents and really engage them added to PMWL

Resource provided by Domenico Moccia

8 October 2017 – Mallorca, Spain – Access to a new resource has been added to the PM World Library related to Leadership. The new resource is titled "**How to deal with skeptical stakeholders**", published by Susanne Madsen, author of the book "The power of project leadership".

This article is intended to help project managers with one of their biggest concerns, namely dealing with *opponents*, as senior stakeholders and clients who have a lot of power and influence over the project but who are not supportive or at least they come across as not being supportive. According to the author, the first step is trying to understand the root of their skepticism, if the problem is represented by the low priority they give to the project or if they maybe feel threatened by it.

Another great approach to engage them is to ask for their advice and feedback, in order to instantly build trust and open up the relationship; at the same time, it is really important to sincerely listen to their answer and leave the negative emotions by the door. The last point, in fact, is to really control the emotions and attitudes, as they could affect social interactions with people even if we do not realize it.

To access this new resource, go to the Applications and Hot Topics section of the library at http://pmworldlibrary.net/applications-and-topics/, click on "Stakeholder Management (Engagement and Relations)", scroll down to title. Must be a registered member and logged-in to access.

For post in PMWL:

How to deal with skeptical stakeholders – Article with interesting tips that can be used by every project manager to solve the problem of dealing with unsupportive stakeholders. Created and available from Susanne Madsen at http://www.susannemadsen.co.uk/blog/how-to-deal-with-skeptical-stakeholders (Moccia)

URL for page in the PMWL for post: