

# Stakeholder Management for Large Engineering Projects

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## Overview

Large Infrastructure Projects are subject to several risks. In particular, project managers must be able to meet and manage the expectations of the stakeholder community in order to execute projects successfully. Failure to do so can result in protests, delays and under-utilization of assets that are built. Building on practical experiences, network governance and process management theory, this course aims at providing students with insights, concepts and skills needed to understand the nature of interaction between stakeholders regarding the initiation and development of, and decision making on projects within uncertain and dynamic situations. Students will learn to analyze, develop and apply strategies, tools and arrangements that are part of network management, to better manage stakeholder networks on large infrastructure projects.

In this course, students will learn to identify and analyze the perceptions, interests, strategies and institutional conditions that shape and constrain the behaviour of stakeholders such as central government, local authorities, financiers, competitors, suppliers, interests groups, users, experts, and mass media, and to develop knowledge, skills and competences about how to manage divergent and conflicting interests of different actors including principles of integrative negotiation, communication and mediation.

The course will be taught in an interactive manner using a variety of case studies from India and abroad, in-class simulations and role-play exercises, and conceptual frameworks. Students will be graded through a combination of take-home assignments, in-class exercises and a final term paper.

<b>Dates for the Course</b>	<b>18<sup>th</sup> July, 2016 to 24<sup>th</sup> July, 2016</b>
<b>Host Institute</b>	<b>IIT Madras</b>
<b>No. of Credits</b>	<b>1</b>
<b>Maximum No. of Participants</b>	<b>30</b>
<b>You Should Attend If...</b>	<ul style="list-style-type: none"><li>▪ You work with the Government or in a Public Sector organization and are engaged in conceptualizing, tendering and managing infrastructure projects.</li><li>▪ You work with a private consultant, developer or contractor and are engaged in advising on or developing large infrastructure projects.</li><li>▪ You are a student or faculty from an academic institution specializing in civil engineering, engineering management, management, or development and are interested in learning how to manage large infrastructure projects.</li></ul>
<b>Course Registration Fees</b>	<p>The participation fees for taking the course is as follows: <b>Student Participants:</b> Rs.1000 <b>Faculty Participants:</b> Rs.3000 <b>Government Research Organization Participants:</b> Rs.3000 <b>Industry Participants:</b> Rs.5000</p> <p>The above fee is towards participation in the course and the course materials. The participants may be provided with hostel accommodation, depending on the availability, on payment basis.</p>

## Course Faculty



**Prof. Geert Dewulf** is Dean of the Faculty of Engineering Technology and Professor of Planning and Development at the University of Twente, the Netherlands. His research focuses on public private governance issues and strategic planning. He has worked with many private and public organizations in the Netherlands and was the Scientific director of the 3TU (Federation of the Dutch Technical Universities) Center of Expertise on the Built Environment. He is currently also a Visiting Fellow at Stanford University.



**Dr. Ashwin Mahalingam** is Associate Professor in the Department of Civil Engineering at IIT-Madras. His interests are in the areas of project management of large, complex projects and Public Private Partnerships for Infrastructure development. He was worked or done research with ministries and government departments at both the state and central level, as well as with large private sponsors and developers.

## Course Coordinator

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