

# Certificate of Course Completion

Sona Paulson

has successfully achieved student level credential for completing the Engaging Stakeholders for Success course.

The student was able to proficiently:

- Explain the business value of discovering stakeholder needs.
- Identify the role of trust in successful stakeholder process.
- Identify methods for discerning stakeholders for a given project.
- Determine how to prioritize stakeholders using a Power Interest Grid.
- Evaluate appropriate listening and interviewing techniques for successful stakeholder interactions.



Scan to Verify

*Laura Quintana*

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Laura Quintana  
Vice President and General Manager  
Cisco Networking Academy

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