



# LEADING PROJECTS

THROUGH RELATIONSHIP,  
COMMITMENT, & PURPOSE<sup>©</sup>

This course approaches the complex issue of motivation by understanding and utilizing the commitments of the individuals.

So often as project managers, we do not have the power, control, and rewards traditionally available to managers to get people to do what needs to be done. Consequently, we must have the skills to influence behavior far more than control it. We must have both skill and personal development necessary to have people truly commit to the team rather than trying to force people without carrot or stick.

## Course Results:

How to build and use relationships as the foundation of motivation and buy-in, for team members, sponsors, and upper management.

Understanding the importance of the individuals' personal commitment and harnessing that knowledge to create trust and engage team members.

Preventing and overcoming burnout for you and team members.

Knowing the value of understanding your purpose in life as a source of energy and focus.

Developing the skills necessary for resolving conflict.

Knowing your limitations – how and when to request support.

Managing up the line – to sponsors, hierarchy, line managers, and boards.

On any given team we have highly motivated, experienced team members who have no personal agenda or competing motivations, just a commitment to get the job done. But many individuals find themselves on teams with no commitment or interest. It takes a deep understanding of psychology and human motivation to engage these individuals. This is exactly what this course delivers.

**This course approaches the complex issue of motivation by understanding and utilizing the commitments of the individuals to motivate and gain buy-in, whether they are team members, sponsors, or upper management.**

The course will be delivered in a highly interactive, experiential format. This course is built around the real situations and problems the participants face. This course will be rigorous and demanding for the participants. They will be expected to be introspective and willing to share their insights and observations. The goal of the course will be to give the participants both the skills and the understanding to have their teams work. Each participant will be interviewed for his, or her, input prior to the course to integrate their specific concerns into the design of the session.

**The overall effect of the course will be project managers who can fully engage their project teams, build trust, and deliver projects faster, more effectively, and with greater benefit to the individuals and to the business.**



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