

LEADING PROJECTS THROUGH RELATIONSHIPS, COMMITMENT, & PURPOSE®

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



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.

On any given team we have highly motivated, experienced 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 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. It is built around real situations the participants face. It will be rigorous, demanding, and participants will be expected to be introspective and willing to share their insights. The goal of this course is to give participants the skills to have their teams work. Each participant will be interviewed beforehand to integrate any concerns into the session.

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 personal commitment** and harnessing that knowledge to **create trust** and **engage team members**



Preventing and overcoming **burnout**



Knowing the value of **understanding life's purpose** as a source of **energy** and **focus**



Developing the skills for **resolving conflict**



Knowing your **limitations** – how and when to **request support**



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