

Course Description

Negotiation and Influencing Skills for Project Managers AMS112

14 Professional Development Units
14 Continuing Development Units
14 Education Hours



Overview

Project and Program Managers are faced with a unique challenge when managing team members and stakeholders – all without positional power or direct authority. In order to be successful, a project manager must skillfully market the ideas that matter and create compelling visions for their team members and stakeholders to buy into. This course will address the nuances of using persuasive communication, building trust and rapport in order to achieve goals. It is comprised of interactive lecture, small group role-play and case study use. A reflective instrument designed to assess your negotiation and influencing competencies will be utilized.

Learning Objectives

- Identify skills to assess the decision makers, stakeholders and the organizational pulse
- Identify areas where we “stop and go” in influencing and negotiation
- Design idea marketing strategies that work
- Understand the elements of persuasive and effective communication
- Ask the right questions, find commonalities and build trust and rapport with the project team
- Build the right presentation to obtain buy-in based on your audience
- Use persuasive methods to sway decisions in the project’s favor
- Defining effective negotiation; elements for repeatable success
- Understand techniques and strategies for effective negotiation
- Understand the human factors associated with achieving effective and lasting negotiation results

Format

The format of the class is highly interactive and how-to oriented. Discussion of concepts and principles is followed by team exercises using a real project chosen by the attendees. The emphasis is on the practical application and adaptation of selected tools and processes to small projects.

Delivery Options

Duration

2 days/ on-line 12 hours

Who Should Attend

Project managers and project team members who wish to enhance their relationship building, influencing and negotiating skills would benefit by taking this course.