

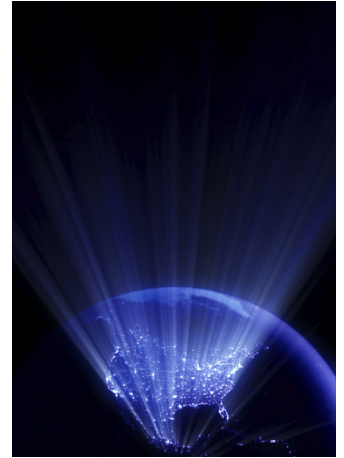
Course Description

Influencing Skills for Project Managers AMS124

14 Professional Development Units
14 Education Hours

Overview

Project managers are faced with a unique challenge when managing project team members and stakeholders – influencing without 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 project goals. It is comprised of interactive lecture, small group role-play and case analysis. A reflective instrument designed to assess your influence style will be utilized.



Learning Objectives

- Understand how to clarify your mission and goals
- Identify skills to assess the decision makers and stakeholders the organization and yourself
- Design an idea marketing strategy that works
- Generate and select attributes that sell
- 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

Format

This course is highly interactive and adaptive to class interests and needs. A lecture/discussion approach is used and is accompanied by hands-on exercises.

Duration

Two days

Who Should Attend

Project managers who wish to enhance their relationship building and influencing skills would benefit by taking this course.