



NEW

Include Special Section
“Handling Difficult
Political Situations”
(one of the most critical
skills to master for
experienced project
managers!)

MANAGING

POWER & POLITICS IN PROJECTS

High Impact Project Stakeholder Management™

Successful project managers are excellent at dealing with power & politics in projects to manage various stakeholders with differing interests, goals, motivations and agendas.

Learn this essential competency that every project manager must have to achieve remarkable project outcomes!

Key Benefits:

- ✓ *Build power and influence to get things done effectively.*
- ✓ *Develop strategies to manage power & politics in projects and attain stakeholders' cooperation.*
- ✓ *Establish productive multi-directional relationships.*
- ✓ *Learn negotiation & conflict resolutions techniques to achieve win-win outcome.*

Project Decision®

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Managing Power & Politics in Projects

High Impact Project Stakeholder Management™



Program Outline

Session 1: What is project stakeholder management?

- ❖ Origins of stakeholder concept
- ❖ Definition of project stakeholder and project stakeholder management
- ❖ High Impact Project Stakeholder Management™ Model: *The Pragmatic Approach to Stakeholder Satisfaction*

In this session, delegates will understand “What exactly is project stakeholder management?”. They will also *learn very powerful and effective* **four steps project stakeholder management model** that they can apply to any project or program initiatives.

Session 2: Who are your project stakeholders and who really are important?

- ❖ Project Stakeholder Identification Techniques
- ❖ Analyzing Project Stakeholders
- ❖ Project Stakeholder Classification and Prioritization Techniques: *Knowing Who Are Truly Important*

In this session, delegates will learn how to identify various project stakeholders. The final outcome of this session is **to identify and prioritize project stakeholders** using a simple yet extremely useful stakeholder classification matrix so that delegates will ultimately know who are truly important for their project and program initiatives.

Session 3: Developing an effective stakeholder engagement plan

- ❖ Best practices in gathering stakeholders’ needs, expectations and concerns
- ❖ Prioritizing and setting stakeholders’ expectations
- ❖ 9 power tactics to influence project stakeholders
- ❖ Formulation of an effective project stakeholder engagement plan

In this session, delegates will learn best practices in gathering and prioritizing stakeholders’ needs, expectations and concerns. They will also learn **9 power tactics to influence various project stakeholders**. The final outcome of this session is to **develop a practical stakeholder engagement plan** so that delegates can take specific actions to manage and influence project stakeholders with differing interests, goals and agendas.

Session 4: Managing Multidirectional Relations with Project Stakeholders

- ❖ Managing Downward: *Building Relationship with Project Team Members*
- ❖ Managing Upward: *Building Relationship with Project Sponsor*
- ❖ Managing Lateral: *Relations Outside the Chain of Command*
- ❖ Managing Outward: *Building Relationship with Customers, Suppliers, and Contractors*

In this session, delegates will learn **the single most effective strategy to achieve continued cooperation and supports from the project stakeholders**. They will also learn best practices, proven strategies and tactics to achieve productive win-win relationship with their project stakeholders.

Timing

8:45am	: Registration
9:00am	: Workshop Begins
10:15am	: Morning Break
12:30pm	: Lunch Break
01:30pm	: Workshop Resumes
03:30pm	: Afternoon Tea Break
06:00pm	: Workshop Ends

Who should Attend

Project Sponsors, Project Directors, Program Managers, PMO Directors, PMO Managers, Project Managers and Project Core Team Members **who must skillfully handle power and politics in projects and want to influence and manage various project stakeholders to achieve successful project outcome.**

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Program Outline (Continued)

Session 5: Managing Self and Building Political Skills

- ❖ Best practices in Self-Management
- ❖ Three key principles to increase power and influence
- ❖ Political skills assessment and developing political skills



In this session, delegates will understand importance of self-management and developing political skills in managing stakeholders. They will learn three key principles to increase power and influence. They will do an *assessment of their own political skills*. The ultimate outcome of this session is **to develop an action plan to increase their political skills** so that they can manage and influence their project stakeholders better.

Session 6: Effective Communication with Project Stakeholders

- ❖ The best way to develop a practical communications plan
- ❖ Best practices in improving communications
- ❖ Communications practices of Alpha Project Managers

In this session, delegates will learn most effective ways to communicate with project stakeholders and achieve their cooperation and support. They will also **learn communications practices of Alpha Project Managers to achieve total stakeholders' satisfactions**.

Session 7: Managing Conflicts and Handling Difficult Political Situations

- ❖ What is conflict?
- ❖ Key principles to deal with conflict
- ❖ Conflict resolution techniques
- ❖ Handling difficult political situations

In this session, delegates will learn key principles to deal with conflict and various **tools and techniques to resolve conflicts effectively**.

Session 8: Win-Win Negotiation

- ❖ What is negotiation?
- ❖ Types of negotiation
- ❖ Key principles of win-win negotiation
- ❖ Developing a win-win negotiation plan
- ❖ Win-win negotiation case-study and role-play

In this session, delegates will learn key principles of win-win negotiation and five practical steps to develop a win-win negotiation plan. They will also **practice win-win negotiation role-play to improve their negotiation skills with their project stakeholders**.

Session 9: Evaluating stakeholders' satisfactions and critical success factors in stakeholder management

- ❖ Methods to evaluate stakeholders' satisfactions
- ❖ Critical success factors in stakeholder management

In this session, delegates will learn methods to evaluate stakeholders' satisfactions and **critical success factors in stakeholder management**.

Client Testimonials

"Very useful in managing the political side of project management."

Sushma Goh
Director (Projects, Exhibition Management & Operations)
The National Art Gallery, Singapore



Naing Moe Aung, PMP, M. Eng.

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High Impact Project Stakeholder Management™

Naing is a successful and sought-after hands-on project manager, an entrepreneur, an accomplished project management trainer and a firm believer that promoting the application of project management best practices is crucial for social and economic development of every society. He has managed various industrial and organizational projects during his career with multinational companies such as Gemplus, Johnson & Johnson, and the Comcraft Group.

Naing has more than a decade experience in managing projects and programs in construction, new product development, business process reengineering, enterprise resource planning (ERP) system implementation, and lean manufacturing programs. Naing is profoundly advancing the utilization of project management for strategic value creation of organizations and has been conducting interactive action-oriented project management workshops and seminars in various countries including France, Singapore, Indonesia, Malaysia, Thailand, Vietnam, and China since 2002. Naing has trained thousands of executives, managers, engineers, and project managers in these workshops. Naing's training sessions are hugely successful and over 90% of participants have rated it as very good or excellent (9 or 10 out of 10).

Naing graduated with Bachelor Degree in Mechanical Engineering, B.E. from Yangon Institute of Technology and stood 1st out of 257 successful candidates in his graduating class. Naing further pursued his graduate studies at Asian Institute of Technology, a regional technology and management institute that nurtures the next generation of future leaders in Asia and earned Master Degree in Manufacturing Systems Engineering, M. Eng. from School of Advanced Technologies.

Naing is a certified Project Management Professional (PMP®), the project management profession's most recognized and respected global credential by the Project Management Institute (PMI®) headquartered in the USA. Naing is a member of PMI® and actively participating in activities of PMI Singapore Chapter.

As a passionate believer in the value of project management, Naing has contributed new ideas on project management to PMI® and Naing has been recognized as one of the final exposure draft reviewers and contributors in the 4th Edition of Project Management Body of Knowledge (PMBOK®) Guide.

Naing is the Master Trainer of Project Decision®, Singapore based the premier project management training, coaching, and consulting firm with absolute focus on enabling individuals and organizations to achieve maximum returns on their project investments with the use of proven project management best practices.

Client Testimonials

"Pretty Intense. Very useful to my business practices."

Colin Thoms
Managing Director
Fastrack Projects Pte Ltd

"Enjoy the class. It is very useful."

Lilian Chua
Service Delivery Director
NCS Pte. Ltd.

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