



*Training Course:
Project Leadership in Action*

*22 - 26 March 2027
Lisbon (Portugal)*

Training Course: Project Leadership in Action

Training Course code: LS4001 From: 22 - 26 March 2027 Venue: Lisbon (Portugal) - Training Course Fees: 6050 € Euro

Introduction

Leadership in project management is a continual journey of discovery. It starts with identifying your strengths and developing your leadership style, and continues with mastering the skills needed to lead projects to success. This course focuses on enhancing your leadership identity to ensure sustainability in every decision you make throughout the project lifecycle.

Effective project leadership goes beyond technical expertise; it involves the ability to influence, motivate, and empower your team and stakeholders, especially when you do not have direct control over them. This course emphasizes the development of personal leadership skills to increase your influence, manage project politics, and successfully navigate negotiation scenarios.

Throughout the course, you'll learn how to leverage interpersonal skills, influence tactics, and negotiation techniques to achieve the goals of your project while maintaining integrity and fostering a collaborative project environment.

Course Objectives

By the end of this training program, participants will be able to:

- Enhance project leadership skills with practical techniques.
- Increase personal influence and power to drive project success.
- Manage corporate politics and navigate organizational dynamics.
- Master the different types of power and learn how to apply them effectively.
- Understand and implement negotiation strategies that focus on shared goals.
- Build relationships based on trust and credibility with project stakeholders.
- Use influence and negotiation tactics to resolve conflicts and drive results.
- Develop strategies for long-term leadership development in projects.

Target Audience

- Project Managers and Project Coordinators
- Team Leaders and Supervisors
- Senior Executives Leading Projects
- Project Stakeholders and Decision-Makers
- HR and Organizational Development Professionals
- Professionals Transitioning into Project Leadership Roles

5-Day Training Outline

Day 1: Understanding the Project Environment and Organizational Politics

- Challenges in the project environment
- Politics as an inevitable aspect of project management
- The impact of organizational culture on project success
- Recognizing the role of project stakeholders and their influence
- Political behaviors within project teams
- Developing political skills for project team members
- Result-based leadership in a project context

Day 2: Project Leadership Fundamentals

- Traits of effective project leaders
- The three building blocks of project leadership
- Leadership styles and their application in projects
- Emotional intelligence EQ versus intellectual intelligence IQ in leadership
- How self-awareness enhances project leadership
- Communication and coaching skills for project leaders
- Building exceptional project leadership behaviors

Day 3: Power and Influence in Project Leadership

- The role of power and influence in effective project leadership
- Sources of power in project management
- Powerful vs. powerless communication in projects
- Empowerment models and practices for team leaders
- Influence tactics for gaining stakeholder support
- Trust-building and credibility in leadership
- The relationship between communication, trust, and agreement in leadership

Day 4: Negotiation Skills for Project Leadership

- The importance of negotiation in project management
- The project leader as a negotiator
- Preparing for project-related negotiations
- Active listening and negotiation techniques with stakeholders
- Managing emotions and conflict in project negotiations
- Common negotiation mistakes and how to avoid them
- Persuasion and delegation as tools for project success

Day 5: Developing Project Leadership and Sustainability

- Self-awareness and self-discipline for project leaders
- Mentoring and leadership development within projects
- Leadership transitions and managing change in projects
- Building a political strategy for managing team dynamics
- Creating a positive project culture and managing stakeholder relationships

- Developing a comprehensive leadership package for project success
- Action planning and leadership growth strategies

Registration form on the Training Course: Project Leadership in Action

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