Global Horizon
TRAINING CENTER

Conference:
Power, Influence, Politics and Negotiations

25 - 29 April 2027
Istanbul (Turkey)
DoubleTree by Hilton Istanbul Esentepe

Conference:
Power, Influence, Politics and Negotiations

Conference code: CO8263 From: 25 - 29 April 2027 Venue: Istanbul (Turkey) - DoubleTree by Hilton Istanbul Esentepe
Conference Fees: 6300 Euro

Introduction

This course focuses on developing personal leadership identity to enhance project success. It emphasizes leveraging interpersonal skills to positively influence others, even without direct control. Key topics include leadership traits, styles, and behaviors, along with their impact on motivation, team dynamics, and trust. The course also explores negotiation techniques, including influence tactics, personal power, and organizational politics, to secure project needs. Participants will learn to integrate these concepts to effectively lead projects while maintaining integrity.

Objectives

- Learn practical techniques to enhance their project leadership skills
- Exercise a wide range of concepts to enhance their power and ability to influence others
- Manage corporate politics at the project level as well as the senior management level
- Master forms of power and evaluate strategies to increase their total power to make a project succeed
- Identify principles, guidelines and common methods of negotiation on projects
- Develop negotiating strategies that focus on interests and common goals of projects instead of positions

Target Audience

- Project Managers and Senior Project Managers
- Project Coordinators and Project Team Leaders
- Program Managers and Portfolio Managers
- Construction and Engineering Project Leaders
- IT Project Managers and Delivery Managers
- Business Analysts involved in project delivery
- Team Leaders and Supervisors working in project environments
- Professionals involved in stakeholder management and coordination
- Professionals responsible for project planning, execution, and control
- Individuals seeking to develop leadership, influence, and negotiation skills in projects
- Emerging project leaders aiming to strengthen interpersonal and leadership capabilities
- Professionals working in matrix organizations with limited direct authority
- Anyone responsible for managing teams, influencing stakeholders, and driving project success

Outlines

Day 1: The Nature of Project Environment and Organisational Politics

- Challenges in the Project Environment
- Politics: Project Management Fact-of-life
- Project Management: A Political Art
- Organizational Politics and the Project Lifecycle
- Organisational Culture and Its Impact on Project Management
- Project Politics and Self-Awareness
- The Role and Influence of Project Stakeholders
- Factors that Contribute to Organisational and Project Politics
- Political Behaviours for Project Team Members
- Guidelines for Developing Political Skills Necessary for Project Team Members
- The Need in a Project Environment for Result-based Leadership

Day 2: Project Leadership

- Traits of Effective Project Leadership
- Project Leadership Attitudes
- The Three Building Blocks of Project Leadership
- Project Leadership Styles
- How Personality and Self-Awareness Assists in Project Leadership
- The Concepts of IQ vs. EQ in Project Leadership
- Project Team Leadership: Communication and Coaching
- Behaviors that Develop Exceptional Project Leaders
- Project Leaders in Action

Day 3: The Use of Power and Influence in Project Leadership

- How Power and Leadership can Create Excellence in Project Leadership
- The Necessity of Power in Projects
- Sources of Power

- Project Leadership and Powerful vs. Powerless Talk
- Building a Sense of Personal Project Leadership Power
- Empowerment Models and Practices
- Influence Tactics for Project Leaders
- Key to Successful Influence in Project Leadership
- Attitudes and Behaviours of Project Stakeholders
- Developing Dimensions of Credibility in Projects
- Project Leadership Trust-Building
- Why The Communication / Trust /Agreement Relationship is Necessary for Project Leadership
- Project Leaders in Action

Day 4: Negotiation for Maximizing Project Results

- Why Projects have The Need to Negotiate
- The Project Leader as Negotiator
- Preparing for Project Related Negotiations
- Active Listening and Negotiation with Project Stakeholders
- Emotions and Conflict in Project Related Negotiations
- Principle-based Project Related Negotiations
- Common Negotiating Errors
- Negotiation Tactics Necessary for Project Leaders
- How Persuasion and Delegation can be used for Success in Projects

Day 5: Project Leadership Development

- Self-Awareness and Self-Discipline Skills for Project Leaders
- Project Leadership Learning and Mentoring
- Leadership Transitions in a Project Environment
- Devising a Political Strategy for Project Team Members

- Creating a Positive Project Culture
- Dealing with Project Stakeholders in a Multi Relationships Management
- Be the Whole Project Leader Package

Registration form on the Conference:
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Complete & Mail or fax to Global Horizon Training Center (GHTC) at the address given below

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Payment Method

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