

€ TRAINING

Conference on Mastering Power and
Influence in Project Leadership



22 - 26 December 2024
Sharm El-Sheikh (Egypt)



Conference on Mastering Power and Influence in Project Leadership

REF: C727 DATE: 22 - 26 December 2024 Venue: Sharm El-Sheikh (Egypt) - Fee: 4095 Euro

Introduction:

This conference focuses on equipping project leaders with the advanced skills necessary to navigate power dynamics, leverage influence, and manage politics in a business environment. Through it, participants will learn practical negotiation strategies to lead projects effectively and gain the tools to manage stakeholders, drive decisions, and lead teams toward success.

Conference Objectives:

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

- Understand the role of power, influence, and politics in project leadership.
- Develop negotiation strategies for managing stakeholder relationships.
- Effectively leverage influence to align teams and resources toward project goals.
- Identify and navigate organizational politics to achieve project success.
- Build leadership confidence in handling complex project dynamics.

Target Audience:

- Project Managers and Team Leaders.
- Program Managers and Portfolio Managers.
- Senior Executives involved in project decision-making.
- Consultants and Business Leaders managing complex projects.
- Project Management Office PMO Directors.

Conference Outline:

Unit 1:

Understanding Power and Influence in Project Leadership

- Key concepts of power and influence in the workplace.
- Types of power: legitimate, reward, coercive, expert, and referent power.

- How to build and leverage influence with stakeholders and team members.
- Importance of Balancing authority with influence to drive project success.

Unit 2:

Navigating Organizational Politics:

- The role of politics in project leadership and decision-making.
- Identifying political dynamics within your organization and project teams.
- Strategies for managing and leveraging organizational politics to your advantage.
- Building coalitions and alliances to secure project resources and support.
- Best practices for maintaining ethical leadership while managing politics.

Unit 3:

Mastering Negotiation Techniques for Project Leaders:

- Principles of negotiation in project management.
- Methods for Preparing for negotiations with stakeholders, clients, and vendors.
- Collaborative vs. competitive negotiation approaches.
- Managing conflict during negotiations to reach a win-win outcome.
- Case study: Negotiating project scope changes with key stakeholders.

Unit 4:

Managing Stakeholder Relationships:

- Identifying and analyzing key stakeholders and their influence on project outcomes.
- Building and maintaining positive relationships with stakeholders.
- Techniques for managing difficult stakeholders and mitigating conflict.
- Using influence and negotiation to align stakeholder expectations with project goals.
- Best practices for stakeholder engagement throughout the project lifecycle.

Unit 5:



Leading Teams Through Influence and Motivation:

- How to inspire and motivate teams without formal authority.
- Creating a culture of accountability and ownership within project teams.
- Using emotional intelligence to build trust and rapport with team members.
- Importance of Empowering team members through delegation and decision-making autonomy.
- Best practices for leading high-performing teams in complex projects.