



Customer Tailored Courses

Duration: 8 to 35 hours

Class size: Up to 24

Languages: English/Spanish/Portuguese

Description: These courses are aiming to help Project Management practitioners to understand many of the most significant topics related to the profession.

One PM will be happy to customize our course content to meet your specific needs. We can integrate topics across our courses to deliver a custom “bootcamp” to cover only the information important to you and your team. This way we can design a solution to help teams ramp-up on new projects quickly.

Contents:

1. Organizational Behavior and Management

- Organizational Culture
- Individual Behavior
- Group Behavior and Interpersonal Influence
- Organizational Processes
- Organizational Design, Change, and Innovation

2. Negotiation

- Negotiation Fundamentals
- Negotiation Sub processes
- Negotiation Context
- Individual Differences
- Negotiation Across Cultures
- Resolving Differences

3. Conflict Management

- The Nature of Conflict
- Oral Strategies for a Supportive Communication Climate
- Nonverbal Strategies for a Supportive Communication Environment
- Gender differences: The Impact of Communication Style
- Cross-Cultural Awareness in Conflict Management
- How Writing Styles can Create Conflict



4. Decision By Objectives
 - Management Decision-Making Today
 - Problem Solving and Decision Making
 - Concepts and Methodologies
 - Weights and Scores
 - The Analytic Hierarchy Process
 - From Brainstorming to Structuring to Evaluation and Choice
 - Refinements
 - Forecasting
5. Organization Strategy and Project Selection
6. Organization Structures and Culture
7. Leadership: Being an Effective Project Manager
8. Managing Project Teams
9. Managing Interorganizational Relations
10. Progress and Performance Measurement and Evaluation
11. Project Audit and Closure
12. Scope Management
13. Project Team Building
14. Organizing and Staffing the Project Office
15. The Project Office
16. Workshop on Case Studies Why others succeed and fail.