

Negotiating Your Way to Project Success

Duration

2 days

Instructor

Johanna Rothman

Class Limit

20 students

Prerequisite

None

Price

On-site:

Please contact SPC for pricing (contact information on page 2)

Public Training:

\$995 (2 days)

*Discount available for early registration

Materials Provided

- Student manual containing the course slides
- Student handouts with class exercises and class studies

If you've moved up from a technical career to a lead, project manager, or management position, you may not have paid much attention to the soft skills of leadership and management. However, if you're now leading or managing, the soft skills are your key to success.

Negotiation, like influence, or the corporate p-word, politics, is necessary in your organizations. And, there are ways to use negotiation, influence, and even organizational politics with ethics and integrity. You don't have to capitulate or whine or threaten people. You can learn to negotiate to create a successful project or a successful work environment for you staff.

- Learn about models of influence and negotiation
- Improve probability of project success
- Reduce the frustration of difficult projects
- Develop leadership skills for leads, project managers and managers
- Help participants create alternatives

Negotiation is one of the numerous "soft skills" project managers need to set their projects up for success and then to make their projects succeed. You'll learn how to create situations with win-win alternatives instead of win-lose, lose-win, or lose-lose.

Intended Audience

This workshop is useful to project managers who have managed projects before, managers who oversee project managers, leads who play project management roles on projects and people who regularly manage multiple projects concurrently.



TRAINING

Negotiating Your Way to Project Success

Instructor

Johanna Rothman consults on managing high technology product development. She helps managers, teams, and organizations become more effective by focusing on project management, risk management and people management. Johanna uses pragmatic techniques to help her clients apply effective practices that create successful teams and projects.

A frequent speaker and author on managing high technology product development, Johanna has written numerous articles and is now a columnist for Software Development, StickyMinds.com, and Computerworld.com. Johanna publishes Reflections, an acclaimed quarterly newsletter about managing product development. Johanna is a member of the clinical faculty of The Gordon Institute at Tufts University, a practical management degree program for engineers, and served as the Program Chair for the Software Management Conference for two years. Johanna's book: Hiring Technical People was published in 2003.

For more information on this or other SPC Springboard courses, please visit www.spcspringboard.com or e-mail SPC at info@spc.ca

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Outline

During this seminar you will learn:

Negotiation and influence

- Describe models of negotiation and influence
- Explain why negotiation and influence are politics, and how to make that positive

Defining the issue

- Choosing influence or negotiation
- Dealing with your emotions
- What does the other person want?

Problem solving as part of negotiation

- Creating options (solo, with the other person, and as part of a team)
- Criteria for success
- Best Alternative To a Negotiated Agreement

What can go wrong

- Recognizing problems
- Acknowledging uneven power in the organization
- How you can choose to react to problems



TRAINING

