

Project Management for Profit

Delivering a project on time and within budget is just as critical as meeting technical or operation goals. Yet, many project managers lack the communication skills and commercial mindset to maintain profitability throughout the project lifecycle. This training programme has been specifically designed to address that gap.

This programme supports project managers to learn outstanding communication skills to nurture long-term relationships, develop a commercial mindset and deal effectively with difficult situations to secure a positive outcome.

By building confidence and capability in these key areas, your project managers will be better equipped to drive profitability and protect margins.



Who

Project Managers



Format

Face-to-face
Virtual workshops
Self-study
Business challenge



Duration

2 month programme

Programme Objectives

The Project Management programme is designed to strengthen commercial awareness and communication capabilities of project managers. As a result of attending this training, participants will be able to:

- **Communicate with impact**
Develop clear and persuasive communication skills to engage stakeholders and convey value throughout the project lifecycle
- **Maintain commercial awareness**
Understand the financial drivers behind project decisions and learn how to protect profitability without compromising quality or delivery
- **Strengthen stakeholder relationships**
Build trust and influence by managing expectations, handling challenges constructively and maintaining long-term, collaborative relationships
- **Navigate difficult conversations**
Learn strategies to manage conflict, give difficult feedback and resolve issues quickly to keep projects moving forward

Our Solution

Role of the project manager

- Who am I and what is my role in ensuring project profitability and success?
- What skills do I need?
- How will I manage my relationships to achieve an outstanding team result
- Practical application: How can I meet and exceed my customer's expectations?

Factfinding and navigating conversations

- Setting communication goals
- Managing interactions: Structuring meetings and conversations
- Strategies for finding out the facts (listening and questioning)
- Practical application: Effective handover meetings

Engaging & impactful communication

- Identifying what your audience needs from you
- Aligning presentations to communication goals & audience needs
- Principles of communicating value – selling the benefits
- Practical application: Negotiation with internal and external stakeholders to achieve a win-win

Negotiating to achieve a win/win

- Role of the project manager as negotiator
- Process of negotiation
- Principles of achieving a win / win
- Simple negotiation tactics
- Practical application: Negotiating with internal and external stakeholders to achieve a win / win

Getting to a positive outcome in difficult situations

- What type of difficult situations do I have to manage?
- Understanding stakeholder positions and power maps
- Strategies for handling difficult conversations
- Practical application: Handling an issue and achieving a positive outcome

Key Benefits of the Programme

- Tailored to the development needs of each participant - this is not generic, one size fits all training
- Linked to your organisation's performance management process and actively involves the Line Manager
- Practical - content is delivered through real scenarios
- Active application - participants will bring a real project that they will work on throughout the training

The Learning Journey

We've designed our Project Management programme to ensure the most interactive and insightful learning experience.

Led by our expert trainers, a typical learning journey lasts two months and includes face-to-face training, virtual workshops, self study and optional group coaching sessions.



Preparation	Virtual Kick Off	Face-to-Face*	Group coaching	Face-to-Face*	Virtual Follow Up
• Introduction to our Learning Hub • Read assigned material • Identification of live business challenge	• Introduction • Orientation • Sharing of objectives • Course expectation, ways of working and pre-work	• Module 1: Role of the Project Manager • Module 2: Factfinding and navigating conversations • Module 3: Engaging and impactful communication	• Optional additional sessions designed to promote and embed learning	• Module 4: Negotiating to achieve a win/win • Module 5: Getting to a positive outcome in difficult situations	• Wrap up of programme • Actions and next steps • Business challenge follow up
2 weeks before	1 hour	2 days	3 hours each	1 day	1 hour

* Can be run as a combined face-to-face and virtual or as a fully virtual programme

Why Train with us?

Our customers tell us that we are different and that working with us is different too. Here's what sets us apart:

- **We customise all our solutions:** We pride ourselves on developing fully tailored solutions for each and every client
- **We have global expertise:** Our specialism is rolling out global programmes in 20+ languages
- **We are dedicated to changing behaviour:** Our solutions are not about delivering content, our aim is to change behaviour so that your people behave differently and improve performance
- **We are transparent and open:** We're good at building long-term client relationships because we are friendly, approachable and have a transparent approach to pricing



People
Development
Specialists

Business Linked Teams is a global people development company headed by Samantha Caine, FCIPD. We empower development and enhance capability through bespoke learning solutions and carefully curated change initiatives.



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