

NEGOTIATIONS FOR PROJECT SUCCESS

Synopsis

Project success is driven by the decisions the stakeholders make along each phase of the projects. Really often different positions do not align at first and it is a job of project manager to ensure that the consensus is met and that potential negotiations are moving projects forward. Often it may be critical point that will be a thin red line between successful or unsuccessful closure of a project and therefore it is essential in each and every kind of project you may be working on.

On this workshop we want to ensure that you know how to prepare, conduct and evaluate negotiations that will get you anticipated results.

Training Objectives

After this module participants will be able to prepare to negotiations in projects. They will understand specifics of negotiation's phases and adapt to them. It will be opportunity to test and develop own negotiation skills. Participants will get to know tips, tricks and best practices of know negotiators. As the final aspect they will be able to summarize and evaluate negotiation efforts.

Course Program

1. Setting scenery:
 - a. Most probable project negotiations scenarios
 - b. Stakeholders assessment

2. Before negotiations phase:
 - a. How to gather information
 - b. Space
 - c. Communication in negotiations
 - d. Trade-off matrix

3. Negotiation phase:
 - a. Styles of negotiations
 - b. Negotiators' characteristics (team roles)

- c. Tactics
 - d. Best practices
 - e. Conflict and tough negotiations in projects
 - f. Summary and closure
4. Post negotiations phase:
- a. Self-assessment
 - b. Evaluation
 - Creating the Win – Win

Teaching methods

- Interactive „learning by doing” workshop
- The following teaching techniques will be used: short lectures, group discussions, case studies, check lists, team activities.

Course Duration

1 day

Trainer's Bio



Przemysław Kotecki. Global Program and Project Manager (PMP, P2P, PSM), consultant, certified trainer and coach in project management and soft skills.

For many years working with Growth & Development Consulting Group. Currently Managing Partner at Effective Consulting. Managing Director at Project Management Institute Gdańsk Branch. Active community free service worker. Practitioner. Joins and manages projects at all stages to maximize effects and optimize work. Recently realized number of projects and managed programs in fields such as renewable energy sources, IT, mergers, acquisitions and divestitures and other. Right now involved in global business transformation programs. At free time - sailing, mountains and fantasy.



Agnieszka Kaczmarek-Kacprzak. Couch of soft skills, lecturer at Gdańsk University of Technology, educator of nuclear power generation at Polish Ministry of Economy, couch in Effective-Consulting

Her adventure with coaching started in NGO's organisations e.g. AISEC and still continues. She has gained knowledge in Trainee Academy (Pomeranian Agency of Regional Development) and Postgraduate Studies of Social Psychology at University of Social Sciences and Humanities. Since eight years she joins work with passion during workshops and seminars with students at University. Currently, her main areas of interests cover topics: developing human competences, project management, all directly connected to engineering world but not only.