

# Convince and federate around a project

## Description

As no one works in a vacuum, our ability to manage the relationship with our internal or external clients is essential to the success of our projects; this involves analysing profiles and needs, defining the result criteria and presenting the solution. How do we obtain results through our relationship with others?

## Course Content

### Cartography

- Benefits, challenges and issues
- Building your interpersonal relationship and influence network
- Communication levers

### Needs analysis

- Chain of problems - chain of solutions
- CTQ analysis for levers and indicators
- Families of indicators
- Case study and implementation

### Presentation of the solution

- CAB model for profits
- Links with customer needs
- Action Plan
- Putting it into practice

### Documentation

- Digital courseware included

### Participant profiles

- Project managers
- Team leaders in relation with internal/external customers

### Prerequisites

- No prerequisites

### Objectives

- Map stakeholders
- Question to understand the needs in order to choose the best solution
- Determine the objective criteria for carrying out the project
- Argue the proposed solutions in terms of benefits

### Niveau

Fondamental

### Classroom Registration Price (CHF)

800

**Virtual Classroom Registration Price (CHF)**

800

**Duration (in Days)**

1

**Reference**

ORG-FEDE