

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?

Classroom Registration Price (CHF)

800

Virtual Classroom Registration Price (CHF)

800

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

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- Argue the proposed solutions in terms of benefits

Niveau

Fondamental

Duration (in Days)

1

Reference

ORG-FEDE