informatech



PROJECT MANAGEMENT | PM-020

Project Leadership in Action

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Course content

Why Attend

Course Introduction

Are you looking to cultivate a personal leadership style that enhances your effectiveness in every action and decision while leading your projects?

This Project Leadership in Action training course is designed for you. It focuses on refining your ability to leverage personal skills to influence and persuade others, ensuring timely completion of work. The Project Leadership in Action training course will help you master negotiation techniques in customer and supplier relationships, even with individuals over whom you might not have direct control.

You will explore key topics such as project politics, leadership skills, influencing strategies, negotiation tactics, and conflict resolution techniques, all tailored to enhance your project management capabilities.

Course Objectives

By the end of this training course, you will be able to:

• Appraise your project leadership skills

• Apply a range of concepts to utilize power and to influence others

• Manage corporate politics at the project level as well as the senior management level

• Apply principles, guidelines and common methods of negotiation on projects

• Apply leadership techniques to enhance the performance of project teams

Who should Attend?

This training course will be of great value to anyone managing or involved in projects regardless of their professional background or industry but will greatly benefit:

• Project managers

• Team leaders

• Workstream leaders

• Project sponsors / Owners



Course content

Course outline

Day One: The Project Environment and Organisational Politics

- The nature and challenges of the project environment
- Organisational politics and its impact on projects
- How to promote a project-focused culture
- Identifying and analyzing project stakeholders
- The Need in a project environment for result-based leadership

Day Two: Project Leadership

- Characteristics of an effective project leader
- Project leadership styles and style flexibility
- Applying leadership styles to individual performance management
- Applying leadership styles to team development
- Key project leadership skills: Communication and coaching

Day Three: The Use of Power and Influence in Project Leadership

- How power and influence can create excellence in project leadership
- Identifying and categorizing stakeholders in terms of attitude and power / influence
- Sources of power for the project manager
- Applying power and influence to project teams
- Delegation and empowerment

Day Four: Negotiating Win-win Agreements

- The need for negotiation on projects
- The importance of win-win negotiations



Course content

Course outline

- The project leader as negotiator
- Preparing & Conducting negotiations
- Identifying and managing conflict

Day Five: Project Leadership Development

- Establishing your own leadership style preferences
- Devising a political strategy
- Creating a positive project culture
- Devising a project communication plan
- Establishing negotiation requirements for your project



Seminar dates

Available seminar dates

Live dates and pricing for Project Leadership in Action generated from the course details page.

Date	Location	Format	Fee
16 - 20 November 2026	Barcelona - Spain	Classroom	**€3,080.-**
7 - 11 December 2026	Paris - France	Classroom	**€3,600.-**
11 - 15 January 2027	Munich - Germany	Classroom	**€3,400.-**
8 - 12 February 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
8 - 12 March 2027	London - U.K	Classroom	**€3,360.-**
12 - 16 April 2027	Istanbul - Turkey	Classroom	**€2,280.-**
10 - 14 May 2027	Cape Town - South Africa	Classroom	**€3,400.-**
14 - 18 June 2027	Barcelona - Spain	Classroom	**€3,080.-**
12 - 16 July 2027	Paris - France	Classroom	**€3,600.-**
9 - 13 August 2027	Munich - Germany	Classroom	**€3,400.-**
13 - 17 September 2027	Amsterdam - Netherlands	Classroom	**€3,400.-**
11 - 15 October 2027	London - U.K	Classroom	**€3,360.-**
8 - 12 November 2027	Istanbul - Turkey	Classroom	**€2,280.-**
13 - 17 December 2027	Vienna - Austria	Classroom	**€3,400.-**

Live online option	Online delivery is available at €1,850.-.