

# SUCCESSFULLY MANAGING PEOPLE IN PROJECTS

Scope Statements, WBS's, Gantt and Pert Charts, Resource Allocation Matrices – all these great tools don't amount to a hill of beans when it comes to bringing in your project successfully, on time and within budget.

People make projects happen. It's your job to lead these people – from different departments, with separate agendas, with divided loyalties – to success. And you need to do it now because that deadline gets closer every day.

To help you handle the people side of project management like a pro, Dale Carnegie Training® has created a new two-day seminar – *Successfully Managing People in Projects*.

This intensive program shows you how to apply Dale Carnegie's proven human relations principles – pioneered in his landmark work, *How to Win Friends and Influence People* - to the unique people problems faced by project managers. Specifically you'll concentrate on learning how to:

- Turn an unwilling assignee into an eager participant
- Get people to perform even when they don't report to you
- Use influence to get results in the absence of direct authority
- Inspire commitment from team members

Get the specific skills and techniques you need to turn a diverse group of professionals into a results-focused, motivated and successful team. Sign up for *Successfully Managing People in Projects* today.

## LEARN HOW TO

- Use the leadership style that's best for the project team
- Build trust among the members
- Gain commitment to the project goal
- Coordinate and focus team members' efforts
- Communicate clearly and concisely
- Facilitate group problem solving and decision-making
- Define team roles so everyone is clear
- Run meetings that actually move the project forward
- Handle difficult members
- Identify and defuse sources of conflict
- Blend individual abilities into a cohesive effort that delivers the project's desired outcome

## WHO SHOULD ATTEND:

Project managers, project team leaders and managers of project managers who want to achieve outstanding results.



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