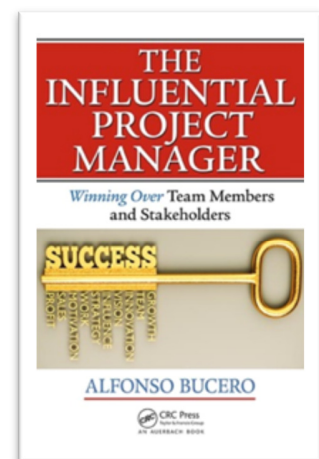


The Influential Project Manager

Seminar outline:

- **Introduction**
 - The ten keys to influence
- **Prepare**
 - The dialogue
 - Active listening
 - Develop your confidence
 - Practice your integrity
 - Influence to win
 - Generosity
 - Understand your stakeholders
 - Develop your commitment
 - Cultivate your informal power
 - Convert your vision into reality
- **Maintain your influence:**
 - The experience
 - The success
 - Enjoy what you do
 - Take your role
- **Practice your influence**
 - Some mistakes and myths
 - The influence in practice
- **Conclusions and closure**



The Attendees will be able to buy the book: THE INFLUENTIAL PROJECT MANAGER and getting it signed off by the author



Instructor

Alfonso Bucero MSc PMP PMI-RMP PMI-Fellow is the founder and Managing Partner of BUCERO PM Consulting, based in Spain but operating globally over the world. He was previously a Senior Project Manager at HP Spain (Madrid Office) for thirteen years. Alfonso is a member of both PMI and IPMA member, and has been a PMI volunteer for twenty years. He received the PMI Distinguished Contribution Award in 2010, and the PMI Fellow Award in 2011.

Alfonso has a Computer Science Engineering degree from Universidad Politecnica (Madrid). He is a frequent international speaker and has delivered training and consulting services worldwide. He has helped several organizations to implement Risk Management processes in project management in US, Spain and South America on the Pharmaceutical, Bio technology and Telecom industries. He has authored six project management books, and contributed in other four, and he writes for several professional magazines and blogs in the field of project management.

Audience

- Project Managers
- Managers of project managers
- Project Sponsors
- Executives
- PMO Managers
- Other project stakeholders who want to improve their influence skills

Learning Objectives

- To assess and understand your level of influence
- To develop your influence skills through practice
- To learn and analyse several case studies
- To prepare your improvement plan

Duration: 1 day

PDU: 7 PDUs

DATE: November 16th 2014

PRICE: 1000 DHS