



## **Politics, Influence, and Power in Project Management** **A One or Two Day Seminar**

Ignoring the external and internal politics surrounding your project can be hazardous to your project's health. Successful project managers understand the importance of managing stakeholders through leadership and influence. This course will help you analyze the potential context in your organization and convert your adversaries and opponents into your allies. The techniques and reminders covered in this highly interactive and engaging workshop will give you many practical tips and tools that you can immediately use to understand and manage politics in your organization and with your team. You will evaluate, improve and define your project management and leadership skills and learn practical strategies to increase your total power.

### **What you will learn:**

- Recognize the importance of human factors in project management.
- Understand the importance and dynamics of power and politics.
- Identify seven sources of power and evaluate strategies to increase your power.
- Identify political behavior and analyze the political context.
- Convert adversaries and opponents into your allies.
- Manage power and politics at the project level and at the upper management level.