

SITUATIONAL PROJECT MANAGEMENT

THE DYNAMICS OF SUCCESS AND FAILURE

This 2-day practical and interactive seminar is aimed at Project & Program Managers, designed to give them a whole new perspective, expanding beyond PMBOK or traditional PM training. **SitPM** is a proven way to manage projects with a much higher success rate. We show you how.

FEBRUARY 26-27, 2018 · HOTEL & CONGRESS CENTER ANTUNOVIC ZAGREB



Seminar Focus

- ✓ Presents Situational Project Management (SitPM), which enables project managers to determine the most appropriate methodologies and leadership styles for their projects
- ✓ Shows how to analyze a project based on its physical characteristics, team behavior, enterprise environment, and market environment
- ✓ Provides an approach for adapting leadership styles to more effectively motivate team members
- ✓ Gives tools & techniques to engage stakeholders in the way that ensures they will benefit from project deliverables

SITUATIONAL PROJECT MANAGEMENT

Overview:

Most project managers would agree that every project is unique. However, not all project managers would agree that the best way to manage a unique project is unique. Many still cling to the old practice of having a methodology that is applied to all projects. "One size fits all" is still in common use, and this approach has proven to lead to project failure.

Flexibility, situational intelligence, and creativity are essential to deliver a project success

The need to recognize and master ever-changing requirements and environmental conditions is a tough challenge for professional project managers. The same practices that led to success yesterday may cause failure today. One of the difficulties for a project manager is understanding the requirements and challenges of a given project or project situation, then selecting and adjusting approaches, methods, tools and techniques so that they are favorable for that situation, and not try to apply inappropriate practices that would then be detrimental. Selecting favorable responses to a given situation is often the most critical factor of the dynamics of success and failure. This seminar is designed to help project professionals assess a situation, predict the appropriate approach, methodology and achieving styles, and then apply them in a *situational* fashion.

One size does not fit all in project management

To guide project managers in selecting the appropriate responses, **Situational Project Management** (SitPM) shows how to assess a given project, determine its unique characteristics, and select the appropriate methods to complete the project. During the seminar, participants will use SitPM to develop profiles of their projects, on the basis of the projects' physical characteristics, the project teams' behavioral characteristics, the enterprise environment, and the market environments receiving project deliverables. These profiles help project managers to determine the appropriate project life cycle approach and leadership style. Participants will also explore various ways to engage stakeholders on the basis of a project's SitPM profile.

Not a common PMBOK-based training

The seminar uses a recently developed typology of projects to help project managers select the most favorable practices for the specific projects and for the specific situations. Participants will be introduced to the typology and to the practices that match them the best. Participants are taken through a series of known project management concepts and traditional practices towards the core of where *situational* approaches must be applied. This helps understand the dynamics of success and failure in a disruptive world, apply **Situational Project Management** and respond with more precision to various challenging project situations.

The seminar contains, explains and exemplifies interesting theoretical models that can be applied for some specific project management situations to keep a project under control.

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Who Should Attend this Seminar

Ideally, you will not attend this seminar alone, as the situations are best exercised with colleagues from your own organization. If you are a PMO Lead or Project Director, we suggest you bring your team with you. If you are a Project Manager, we advise you to involve your boss and colleagues and attend together.

The seminar will be of particular benefit to the following roles:

- Project Managers
- Program Managers
- PMO Directors
- Business Analysts

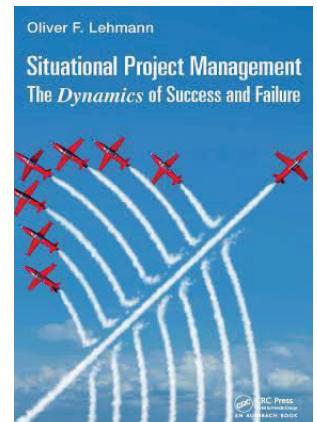
Your Seminar Leader:



Oliver F. Lehmann, MSc., PMP is a speaker, trainer, coach and book author, known globally as one of the most respected and most influential experts in the field of Project Management. With a career spanning over 35 years, Oliver made contributions to PMBOK and held various senior roles with the Project Management Institute (PMI). Since 2013, Oliver has been serving as the President of the PMI Southern Germany Chapter.

Oliver is a writer of blogs, articles and books on project management, mostly with a focus on the organizational and interpersonal aspects of the discipline. He is also interested in Bid/proposal management and Connective leadership, fields for which he has obtained certifications by the leading organizations.

His book **Situational Project Management: The Dynamics of Success and Failure** is an international best seller. The seminar is based on the book.



Oliver F. Lehmann holds a Master of Science in Project Management from the University of Liverpool and is certified as Project Management Professional (PMP) by the internationally esteemed Project Management Institute (PMI). He is a Visiting lecturer at the Technical University of Munich, Germany, and is frequently booked for seminars by companies including Airbus, DB Schenker, Microsoft, T-Systems, Deutsche Telekom and many others.

Oliver lives in Munich, Bavaria, and has 4 children and 2 grandchildren.

All participants receive the Certificate of Attendance. The course is in line with PMBOK Guide 6th edition. Talent Triangle PDU distribution: Technical PM: 5 · Strategic & Business: 6 · Leadership: 5

SITUATIONAL PROJECT MANAGEMENT

Seminar Agenda · DAY 1

DAY 1 · Session 1: The Open-Skill Nature of Project Management

Welcome & Orientation, Speaker Introduction

- Closed-skill tasks vs. open-skill tasks
- The stage: Strong and weak matrix organizations
- The dilemmas: Game theory for project managers

DAY 1 · Session 2: A Typology of Projects (SitPM, part 1)

- A research project
- Mark-1 vs. Mark-n projects
- "Greenfield projects" vs. "Brownfield projects"
- Siloed projects and Solid projects

DAY 1 · Session 3: A Typology of Projects (SitPM, part 2)

- Blurred projects and Focused projects
- High Impact projects and Low impact projects
- Customer projects and Internal projects
- Stand-alone projects and Satellite projects

DAY 1 · Session 4: A Typology of Projects (SitPM, part 3)

- Predictable projects and Exploratory projects
- Composed projects and Decomposed projects
- Engineers' Projects and Gardeners' Projects
- Discretionary Projects and Mandatory Projects

SITUATIONAL PROJECT MANAGEMENT

Seminar Agenda · DAY 2

DAY 2 · Sessions 5: A Typology of Projects (SitPM, part 4)

- Single Handover Projects and Multiple Handover Projects
- No Deadline Projects, Single Deadline Projects and Multiple Deadline Projects
- One-Shot Projects vs. Multi-Shot Projects
- Wrapping up and further developing the typology

DAY 2 · Session 6: Practices for SitPM (part 1)

- Lifecycle approaches
 - Agile approaches
 - Waterfall approaches
 - Rolling wave approaches

DAY 2 · Session 7: Practices for SitPM (part 2)

- Lipman-Blumen achieving styles
 - Intrinsic style
 - Competitive style
 - Power style
 - Personal style
 - Social style
 - Entrusting style
 - Collaborative style
 - Contributory style

DAY 2 · Session 8: Practices for SitPM (part 3)

- Applying lifecycle approaches and achieving styles in projects of different types
- Project analysis tools for selection of type, approach and style
- Learning needs for Situational Project Management

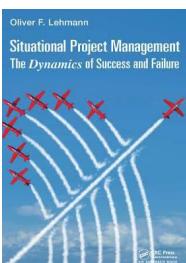
The end of the seminar - Action plan, delivery of Certificates of Attendance

Seminar starts each day at **8:30am** and finishes at **4:30pm**. Lunch a 2 coffee-breaks are provided.

SITUATIONAL PROJECT MANAGEMENT

To reserve your participation please complete the registration form and send it to operations@ktcintl.com

PARTICIPANTS' INFORMATION		EVENT DETAILS – Please choose your event!	
Name	SITUATIONAL PROJECT MANAGEMENT		
Job Title	February 26-27, 2018		
e-mail	Hotel & Congress Center Antunovic		
Name	Zagreb, Croatia		
Job Title	REGISTRATION FEES	Please mark the appropriate box!	
e-mail	Standard single delegate fee	€ 1,295 / delegate	
Name	PMP/PMI-Member fee with 10% off	€ 1,165 / delegate	
Job Title	Group 4+1 fee with 20% discount	€ 5,180 for 5 delegates (€ 1,036 average)	
e-mail	INDIVIDUAL EARLY-BIRD DISCOUNT AVAILABLE UNTIL JANUARY 31, 2018		
Name	Register now and receive 20% off	€ 1,036 / delegate	
Job Title	GROUP EARLY-BIRD DISCOUNTS AVAILABLE UNTIL JANUARY 31, 2018		
e-mail	3+1 Free seat: Register 4 delegates now and save € 1,295 (25% discount)	€ 3,885 for 4 delegate (€ 971 average)	
Name	4+2 Free seats: Register 6 delegates now and save € 2,590 (33% discount)	€ 5,180 for 6 delegate (€ 863 average)	
Name	All above listed fees are gross . Discounts & Promotional Offers cannot be combined. In case of multiple discounts availability, the higher discount applies.		
Job Title			
e-mail			
REGISTERING ORGANIZATION			
Name	I certify that the above information is correct. I am aware of the prerequisites of the registration.		
EU VAT No.			
Street	Name		
City	Job Title		
Country	Post Code	Signature	
Phone No.	Date		
TERMS & CONDITIONS			
Hotel Accommodation & Airport Transfer			
Accommodation is not included in the training participation fee. To arrange accommodation at the conference venue, you will receive a reservation form with our Special Corporate Rate. Please arrange the room reservation and airport transfer directly with the hotel.			
SALES CONTRACT			
This registration form constitutes a legally binding sales contract between the Executor and the Client. All terms are mutually accepted and agreed in good faith.			
1. Fees: Registration fees are inclusive of program materials, luncheons and refreshments, but exclude accommodation and travel expenses.			
2. Payment terms: Following the receipt of the registration form, all payments are due within 5 (five) business days. All payments must be received before the commencement of the event. After registration all payments must be executed within the terms herewith irrespective of attendance. Should a portion of the Contract price be subject to state, federal, or local taxation, or VAT if applicable, the Executor reserves the right to add such charges to the final invoice or recover such sums from the Client at the time when they become due.			
3. Cancellation/Substitution: Substitution is allowed by providing a written notice given to the Executor, not later than 2 working days before the event. Otherwise all registrations carry a 50% cancellation liability of the contract value immediately after an authorized registration form has been received by The Executor. By signing this registration form the client agrees that in case of any dispute or cancellation The Executor will not be able to mitigate its losses for any less than 50% of the total contract value. If, for any reason The Executor decides to postpone or cancel the event, The Executor is not responsible for covering airfare, hotel or any other cost incurred by the clients. Any cancellation received in less than 10 working days before the event carries 100% payment liability. No refund, partial refund or any alternative offer shall be made.			
4. Indemnity: The Executor reserves the right to change the event content, date, and venue should circumstances require. In such cases no penalty, partial refund or refund or alternative offer shall be made. In the event of the Executor permanently cancels the event for any reason whatsoever, and provided that the event is not postponed or merged with any other event at a later date, the Client shall receive full payment returned in 14 business days after the proposed initial date of the event. The client hereby indemnifies and holds the Executor harmless from and against any and all costs, damages, expenses including attorney fees, which are incurred by the Client.			
5. Copyright: All intellectual property rights in all materials produced and distributed by the Executor are expressly reserved and any unauthorized duplication, publication or distribution is prohibited without written permission of the Executor.			



By submitting your registration prior to **January 31, 2018**, each participant will receive not only the early-bird discount, but also a hard-cover copy of Oliver F. Lehmann's book ***Situational Project Management: The Dynamics of Success & Failure***.