



The Project Professional MBA



21 July - 1 August 2024  
Istanbul (Turkey)  
Sheraton Istanbul Levent



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REF: P319 DATE: 21 July - 1 August 2024 Venue: Istanbul (Turkey) - Sheraton Istanbul Levent Fee: 7950 Euro

## Introduction:

The Project Professional MBA offers an intensive training program designed to enhance management skills and focus on contemporary best practices in project management. Participants will explore management principles and the project life cycle, drawing from the industry's gold standard outlined in the Project Management Institute's Guide to the Project Management Body of Knowledge PMBOK® Guide.

## Program Objectives:

At the end of this program, the participants will be able to:

- Gain insights into successful team implementation and study strategic planning techniques to improve management performance.
- Develop negotiation skills and analyze the Baldrige Award criteria for excellence.
- Apply advanced scheduling techniques while understanding various project delivery systems.
- Enhance managerial and leadership skills.
- Handle proactive and reactive techniques for effective project management.

## Targeted Audience:

- Team Leads.
- Program Managers.
- Business Analysts.
- Operations Manager.
- Product Managers.
- Aspiring Project Managers.

## Program Outline:

### Unit 1:

#### People Management:

- The importance of sociotechnical management.

- Techniques for effective communication.
- Motivating for results.
- Enhancing your coaching skills.
- Empowering employees for improved performance.
- Characteristics of a successful manager.

## Unit 2:

### Leading Teams:

- Obtaining the benefits of teamwork.
- Characteristics of ineffective teams.
- Characteristics of effective teams.
- Managing conflict in a productive manner.
- Understanding team member styles.
- Creating a virtual team.

## Unit 3:

### Strategic Planning:

- Analyzing the strategic planning process.
- Achieving competitive advantage.
- Utilizing dynamic SWOT analysis.
- Focusing on vision and mission.
- The importance of contingency planning.
- Examples of strategic success and failure.

## Unit 4:

### Negotiating for results:

- Gaining insight into the negotiating process.
- Characteristics of an effective negotiator.

- Developing negotiating strategies.
- Employing persuasive negotiation techniques.
- Achieving the benefits of effective negotiating.
- Negotiation exercises.

## Unit 5:

### Operational Excellence:

- The Malcolm Baldrige quality award-standard of excellence.
- Lessons from the best-performing companies.
- Benchmarking your operation against the best.
- Creating employee commitment.
- Managing continuous improvement.
- Creating a high-performance organization.

## Unit 6:

### Foundations of Project Management:

- Understanding the nature of projects and project management, including project/program and portfolio management.
- Exploring the transition from strategic planning to project management and differentiating between management criteria and engineering criteria.
- Managing the project life cycle and the triple constraints, along with effectively handling project risks and stakeholders.
- Clarifying the project manager's responsibilities and the role of senior management, as well as discussing the "hard" and "soft" skills required for project management.
- Introducing project management body of knowledge PMBOK, project management maturity level, and typical project organization structures.
- Examining the project management office PMO concept, basic contract types, and the generic planning and control cycle in project management.

## Unit 7:

### Project Initiating, Planning, and Scheduling:

- Creating the project charter and identifying stakeholders to ensure project success.
- Emphasizing the importance of planning and defining project goals and objectives.
- Providing an overview of project planning and developing the project plan.
- Establishing the mission, vision, goals, and objectives of the project.
- Outlining basic project planning steps and identifying success criteria.
- Defining project scope, developing requirements, and making procurement decisions.
- Structuring project activities, estimating resources, managing staffing, scheduling work, and planning for communication and quality.

## Unit 8:

### Risk Management Planning & Control:

- Providing an overview of risk management and defining key terms related to uncertainty and risk.
- Describing project risks and explaining the process of risk management.
- Discussing the primary aspects of risk management and the planning process.
- Identifying, assessing, and prioritizing risks through qualitative and quantitative analysis.
- Developing risk avoidance and contingency plans, and implementing them as needed.
- Tracking, reporting, and evaluating risk activities to ensure effective risk management.
- Detailing the documentation and organization of risk management plans and processes.

## Unit 9:

### Project Execution, Monitoring & Control:

- Directing and managing project execution involves overseeing and guiding the implementation of project activities.
- Monitoring work performance information entails tracking and analyzing data related to project progress and performance.
- Managing the project team involves coordinating and supporting team members to ensure project success.
- Managing stakeholder expectations entails understanding and addressing the needs and concerns of stakeholders throughout the project.
- Project deliverables tracking involves monitoring and managing the completion and delivery of project deliverables.

- Project control definition establishes the objectives and approach for controlling various aspects of the project, including quality, communication, documentation, and procurement.

## Unit 10:

### Project Closure:

- Effective project closure involves completing all necessary activities.
- Project closure objectives outline specific goals.
- A project closure plan details required steps.
- Administrative closure finalizes project documentation.
- Contract closure closes out contracts and obligations.