



PROJACS ACADEMY  
by @egis



# Master's Certificate in Project Management (MCPM Workshops 1, 2, 3) - Certified Program

شهادة الماجستير في إدارة المشاريع - معتمد عالميا

31 July - 18 August 2023

Istanbul / Turkey

## Introduction

This three weeks program is designed to help you develop project management skills that will be immediately useful, usable, and *used* back on the job. How do we do this? We use actual projects provided by the participants in each class as the basis for all of the key exercises. This allows you to practice in a realistic environment that is not black and white, but shades of gray — just like the real world.

The first week of the program will help you develop the skills needed to build and execute a realistic and robust project plan. You will learn how to balance product constraints, cost constraints, and schedule constraints in order to maximize stakeholder satisfaction. You will also learn how to measure project performance objectively. The program also includes extensive treatment of qualitative risk management — how to find and respond to the *real* risks on your project, the ones that are most likely to cause you to fail. You will also learn how to write useful risk statements and how to recognize the conceptual biases that can interfere with good project risk management.

The second week of the program is devoted to building the skills you will need to craft constructive, win-win agreements within the project team as well as between the project team and the other stakeholders. Exercises will help you master basic concepts such as positions vs. interests, how to prepare for a negotiation, and how to behave during the negotiation. The material is equally applicable to internal negotiations and contract negotiations.

The third week of this program covers a variety of advanced topics that will help you improve your ability to satisfy your stakeholders' success criteria. You will learn how to evaluate your own performance as a project manager, how to identify organizational weaknesses that interfere with benefits realization, and how to recognize and compensate for weaknesses in Critical Path analysis. In addition, you will learn a structured approach to identifying, selecting, and managing contracts; how to use project dynamics to address intractable problems; and how to analyze and understand cultural differences that so often cause problems in multinational projects.

Approximately 50% of class time is devoted to casework and experiential learning. During hands-on exercises, you will work as part of a team to develop a business case, a work breakdown structure, range estimates, a network logic diagram, and a risk response plan.

## Objectives

### Upon completion, you will be able to:

- Prepare an effective business case.
- Develop and document project success criteria.
- Construct a work breakdown structure that adds value.
- Improve the accuracy of project estimates.
- Recognize common activity sequencing errors.
- Calculate an activity-based critical path.
- Use earned value to guide corrective action.
- Write risk statements that produce results.
- Determine which project risks require a response.
- Define the characteristics of an effective leader
- Create a motivating work environment
- Provide useful feedback to team members
- Communicate more effectively with your team
- Surface and deal with conflict
- Describe the four types of negotiations
- Describe the five styles for negotiating
- Prepare for your negotiations using a structured negotiating plan
- Craft win-win agreements that preserve your relationship with your counterpart
- Evaluate your own performance as a Project Manager against objective criteria
- Appraise your organization's overall project management competence
- Explain why critical path analysis almost always underestimates the project duration
- Identify the basic elements of a contract
- List the eight factors that cause most contract disputes
- Differentiate common contract types
- Assess corrective action using systems thinking concepts
- Address cultural differences within your project team

## Who Should Attend?

These programs are designed for individuals who have or expect to have responsibility for leading or managing a project, subproject, or project phase. Newcomers will learn new skills. More experienced managers will enhance their ability to apply what they already know.

## Course Outline

### Week One:

#### Week One: Day One

##### **Introduction**

- Review of your project management challenges
- Projects and project stakeholders
- A non-traditional view of the triple constraint

##### **The Project Planning Process**

- Dealing with the “fuzzy-front end”
- Product-scope vs. work-scope: what they are, how they are related
- Key work-planning components

##### **Business Case**

- Writing a powerful problem statement
- Understanding what your real deliverables are
- Constraints, assumptions, and exclusions

#### Week One: Day Two

##### **Project Success Criteria**

- The two major dimensions of project success
- How to write clear and motivating success criteria
- Required categories of success criteria
- Influencing success criteria that are beyond your control

##### **Developing a Work Breakdown Structure (WBS)**

- Purpose of the WBS
- Using your WBS to discover missing work items
- Six steps to a better WBS

##### **Cost Estimates and Project Budgets**

- Using range estimates to deal with uncertainty
- Converting estimates into budgets
- Calculating an appropriate cost reserve

## **Week One: Day Three**

### **Scheduling Basics**

- Common sequencing errors
- Critical path basics

### **Measuring Project Progress**

- Objectives of progress measurement
- Earned Value Management fundamentals

## **Week One: Day Four**

### **Project Risk Management**

- Basic philosophy: fire-fighting vs. fire prevention
- Risks, problems, and responses to each
- Risk tolerance
- Threats and opportunities

### **Identifying Project-Specific Risks**

- How to use a risk checklists
- Writing clear and useful risk statements

### **Prioritizing Project-Specific Risks**

- Probability-impact matrix
- Expected monetary value
- Added factors

## **Week One: Day Five**

### **Developing Risk Responses**

- Accept, mitigate, or avoid
- Characteristics of an effective response
- Mitigation options
- Understanding and using reserves and contingencies

### **Program Summary**

- Getting the most from what you've learned: less is more

## **Week Two:**

### **Week Two: Day One**

#### **Introduction**

- Leadership, management, and team building
- Characteristics of a leader
- Three leadership models
- “The Four House”

#### **Motivation**

- Skill vs. will: the importance of knowing the difference
- Herzberg’s view: motivation vs. satisfaction
- Ideas for motivating your project team members

#### **Feedback**

- Establishing the context
- How and when to provide reinforcing feedback
- How and when to provide redirecting feedback

### **Week Two: Day Two**

#### **Delegation**

- Delegation vs. assignment
- S.M.A.R.T. delegation
- A six level delegation model

#### **Team Building Basics**

- Stages of team development
- The importance of trust
- Understanding and accommodating personality styles

#### **Telling Better Business Stories**

- Why use stories
- Good stories and bad stories
- How to use stories to improve team performance

### **Week Two: Day Three**

#### **Dealing with Conflict**

- Differences vs. conflicts
- The role of emotions
- Three common causes of conflict (and how to deal with them)

#### **High Performance Teams**

- Characteristics of a high performance team
- What's needed to create high performance
- Exercise: LEGOkid

## **Week Two: Day Four**

### **Negotiation Concepts**

- Four types of negotiations
- Five negotiating styles
- Win-lose vs. win-win negotiation
- The style preferred by successful negotiators (and why)

### **Positions and Interests**

- Your interests, their interests, shared interests
- Finding the interest behind the position
- Finding hidden interests

### **Developing Options**

- Targets and baselines
- What is your Best Alternative? (BATNA)
- Using a Currently Perceived Choice Chart
- Completing an Issues Matrix

## **Week Two: Day Five**

### **Face-to-face Behavior**

- Choosing your attitude and style
- Ultimatums: when they are okay and when they aren't
- Common errors

### **Leverage**

- The difference between leverage and power
- Sources of leverage
- Using leverage to improve your results

### **Follow-through**

- Keeping your commitments
- Monitoring compliance

## **Week Three:**

### **Week Three: Day One**

#### **Introduction**

- Project management professionalism around the world
- Types of assessments and credentials
- Basics of performance-based competence assessment

#### **Assessing the Performance of Individual Project Managers**

- What are the right things to do?
- How do you know if you are doing them right?
- Planning for self-improvement

#### **Assessing Organizational Support for Project Management**

- The elements of organizational competence
- Assessing your organization
- Planning for improvements

### **Week Three: Day Two**

#### **Advanced Scheduling Topics**

- Review of key concepts and definitions
- The Scheduling Wheel: scheduling as an iterative process

#### **Sequencing**

- Activities, dependencies, and milestones
- Four types of dependencies (and one to avoid)
- Dealing with repetitive work

#### **Schedule Development**

- Critical Path analysis
- Understanding critical path calculations
- Probabilistic analysis (Monte Carlo) to deal with uncertainty
- Resource leveling and resource smoothing
- Project and personal calendars

#### **Managing the Schedule**

- A scheduling checklist
- Managing float
- Optimization techniques: crashing and fast-tracking
- Status reviews and schedule metrics

### **Week Three: Day Three**



### **Contracting Fundamentals**

- Projects, procurement, and contracts
- Understanding the buyer-seller relationship
- The four required elements for a valid contract

### **Procurement Planning**

- Statement of Work: required and optional elements
- Procurement management plan
- Types of procurement documents
- Preparing the procurement documents: what to include, what to omit

### **Selection**

- Should you go sole source?
- Different approaches to bidding
- Four techniques for evaluating the responses

### **Contract Management**

- High priority contracting risks
- Improving communication between buyer and seller
- Alternative dispute resolution
- Contract closeout

### **Week Three: Day Four**

#### **Contractual Issues: Conduct of the work**

- The importance of clear specifications
- Is the price reasonable?
- Advantages and disadvantages of three different contract types

#### **Contractual Issues: Assurances for both parties**

- Product performance guarantees
- Financial guarantees: payment and performance bonds
- Warranties: coverage, responsibilities, damages
- Limitation of liability

### **Week Three: Day Five**

#### **Project Dynamics: the Law of Unintended Consequences**

- The project as a system: flows and feedback
- Basics of Casual Loop Diagrams

#### **Increasing Your “Cultural IQ”**

- Understanding ethics: choosing when there are no good options
- Managing across cultural divides

## Training Method

- Pre-assessment
- Live group instruction
- Use of real-world examples, case studies and exercises
- Interactive participation and discussion
- Power point presentation, LCD and flip chart
- Group activities and tests
- Each participant receives a 7" Tablet containing a copy of the presentation, slides and handouts
- Post-assessment

## Program Support

This program is supported by interactive discussions, role-play, case studies and highlight the techniques available to the participants.

## Schedule

The course agenda will be as follows:

- |                     |                  |
|---------------------|------------------|
| • Technical Session | 08.30-10.00 am   |
| • Coffee Break      | 10.00-10.15 am   |
| • Technical Session | 10.15-12.15 noon |
| • Coffee Break      | 12.15-12.45 pm   |
| • Technical Session | 12.45-02.30 pm   |
| • Course Ends       | 02.30 pm         |

## Course Fees\*

- **7,950 USD**  
*\*VAT is Excluded If Applicable*

## المقدمة

تم تصميم هذا البرنامج لمدة ثلاثة أسابيع لمساعدتك على تطوير مهاراتك في إدارة المشاريع التي ستكون مفيدة على الفور، وقابلة للاستخدام، وتستخدم مرة أخرى في العمل. كيف نعمل ذلك؟ نستخدم المشاريع الفعلية التي يقدمها المشاركون في كل فصل كأساس لجميع التمارين الرئيسية. هذا يسمح لك بالتدرب في بيئة واقعية ليست سوداء وبيضاء، ولكن ظلال الرمادي - تماماً مثل العالم الحقيقي.

سيساعدك الأسبوع الأول من البرنامج على تطوير المهارات اللازمة لبناء وتنفيذ خطة مشروع واقعية وقوية. سوف تتعلم كيفية تحقيق التوازن بين قيود المنتج، وقيود التكلفة، وجدول القيود من أجل زيادة رضا أصحاب المصلحة. سوف تتعلم أيضاً كيفية قياس أداء المشروع بشكل موضوعي. يشمل البرنامج أيضاً معالجة مكثفة لإدارة المخاطر النوعية - كيفية العثور على المخاطر الحقيقية والاستجابة لها في مشروعك، التي من المرجح أن تتسبب بالفشل. سوف تتعلم أيضاً كيفية كتابة بيانات المخاطر المفيدة وكيفية التعرف على التحيز بالمفاهيم الذي يمكن أن يتداخل مع إدارة مخاطر المشروع.

يكرس الأسبوع الثاني من البرنامج لبناء المهارات التي ستحتاجها لصياغة اتفاقيات بناء وفائدة في إطار فريق المشروع وكذلك بين فريق المشروع وأصحاب المصلحة الآخرين. ستساعدك التمارين على إتقان المفاهيم الأساسية مثل المواقف مقابل الاهتمامات، وكيفية الاستعداد للتفاوض، وكيفية التصرف أثناء التفاوض. تنطبق المواد بالتساوي على المفاوضات الداخلية ومفاوضات العقود.

يغطي الأسبوع الثالث من هذا البرنامج مجموعة متنوعة من الموضوعات المتقدمة التي ستساعدك على تحسين قدرتك على تلبية معايير نجاح أصحاب المصلحة. سوف تتعلم كيفية تقييم أدائك الخاص كمدير مشروع، وكيفية تحديد نقاط الضعف التنظيمية التي تتداخل مع تحقيق الفوائد، وكيفية التعرف على نقاط الضعف في تحليل المسار الحرج والتعويض عنها. بالإضافة إلى ذلك، سوف تتعلم منهجاً منظماً لتحديد العقود واختيارها وإدارتها، كيفية استخدام ديناميكيات المشروع لمعالجة المشكلات المستعصية؛ وكيفية تحليل وفهم الاختلافات الثقافية التي تسبب في كثير من الأحيان مشاكل في المشاريع متعددة الجنسيات.

ما يقرب من ٥٠٪ من وقت الفصل الدراسي مخصص لأعمال القضايا والتعلم التجريبي. أثناء التدريب العملي، ستعمل كجزء من فريق لتطوير حالة عمل، وهيكل تفصيل للعمل، وتقديرات النطاق، ومخطط منطقي للشبكة، وخطة الاستجابة للمخاطر.

## الحضور

تم تصميم هذه البرامج للأفراد الذين يتوقعون أو يتوقع منهم تحمل مسؤولية قيادية أو إدارة مشروع أو مشروع فرعي أو مرحلة المشروع. سوف يتعلم القادمون الجدد مهارات جديدة. سوف يعزز المدراء الأكثر خبرة من قدرتهم على تطبيق ما يعرفونه بالفعل.

## الاهداف

عند الانتهاء من هذه البرامج، سوف تكون أكثر قدرة على:

- إعداد حقيبة أعمال فعالة.
- تطوير وتوثيق معايير نجاح المشروع.
- بناء هيكل العمل الذي يضيف قيمة للمشروع.
- تحسين دقة تقديرات المشروع.
- التعرف على أخطاء تسلسل النشاط المشترك.
- حساب مسار حيوي قائم على النشاط.
- استخدام القيمة المكتسبة لتوجيه العمل التصحيحي.
- كتابة بيانات المخاطر التي تؤدي إلى نتائج.
- تحديد مخاطر المشروع التي تتطلب استجابة.
- تحديد خصائص القائد الفعال
- خلق بيئة عمل محفزة
- تقديم ملاحظات مفيدة لأعضاء الفريق
- التواصل بشكل أكثر فعالية مع فريقك
- السطحية والتعامل مع الصراع
- وصف الأنواع الأربعة للمفاوضات
- وصف الأساليب الخمسة للتفاوض
- التحضير للمفاوضات الخاصة بك باستخدام خطة تفاوض منظم
- صياغة الاتفاقات الرابحة التي تحافظ على علاقتك مع نظيره
- تقييم الأداء الخاص بك كمدير مشروع ضد معايير موضوعية
- تقييم الكفاءة الشاملة لإدارة المشاريع الخاصة بالمؤسسة
- شرح لماذا يقوم تحليل المسار الحرج دائماً بتقليل مدة المشروع
- تحديد العناصر الأساسية للعقد
- قائمة العوامل الثمانية التي تسبب معظم النزاعات العقد
- التفريق بين أنواع العقود الشائعة
- تقييم الإجراءات التصحيحية باستخدام مفاهيم التفكير في الأنظمة
- معالجة الاختلافات الثقافية داخل فريق المشروع الخاص بك