

Project Management

International seminar

Targeted audience

Project managers.

Counselors and executives from public and private organizations.

Objectives

- To analyse opportunities and environment's threats, structure and operation of infrastructure markets in Europe and in developing countries, as well as the dynamics of competition in such markets.
- To use the strategy analysis methods and tools.
- To prepare and implement a strategy plan.
- To streamline management of projects in accordance with constraints of cost, time limit and quality.
- To manage the team of the project (to act upon the collaborators results, to create an atmosphere of confidence, to delegate, to prevent and to handle conflicts).

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|--------------|---|--|------------------------|--------------------------------|
| Paris | From Monday 16th to Friday 27th april 2012 | Inscriptions : Tél : +331 4251 6116 Fax : +331 4251 6131 | Session n°42002 | 5 300 €+ TVA lunch included |
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Coordination : M. Christian BELLANGE / *Consultant*
M. Gilles CAUPIN / *Consultant*
M. Jacques FLEURAT / *Consultant*

Organisation : [Florent STREIFF / Metratech](#)

monday 16th april

Marketing and strategy

- Evolutions and prospects in Public works and infrastructures markets, in Europe and in developing countries

- Main marketing analysis tools for infrastructures markets

M. FLEURAT

tuesday 17th april

Analysis methodologies of the different actors strategies

French road case

Information sorting out

Choice of firm and role playing

Personnel case

M. FLEURAT

wednesday 18th april

Information sorting out, construction of the market

Marketing strategies

M. FLEURAT

thursday 19th april

Technical management

- To understand project management stakes and fundamental principles
- Projects life-cycle and stages
- How implementing effectively project management process and how creating one's project management benchmark

M. CAUPIN

friday 20th april

- Marketing strategies
- Methods of project management implementation for different fields
- Fields integration or how getting both overall and shared views of the problematic
- Project perimeter and content management or how controlling technicals development
- Scheduling management or how defining and reaching credible and restrictive deadline objectives

M. CAUPIN

monday 23th april

- Costs management or how to optimize objectives from upstream estimation till market balance
- Risks management or how to get ready for unforeseen event
- Communication in project objectives's service
- Which role for the different actors and how to comply with it ?
- Which organizational structures are most relevant to reach both firm global objectives ?

M. CAUPIN

tuesday 19th april

Team management

My hierarchical position and my job
M. BELLANGE

wednesday 24th april

Delegation of authority

Why ?

To whom and how ?

Delegation principles

Success and/or failure components of delegation

M. BELLANGE

thursday 25th april

To motivate or the art of getting somebody take action

What are the principles of motivation ?

Expected role of the organization, understood and accepted role from the holder, really held role

What are the different way of motivating team ?

M. BELLANGE

friday 26th april

Management of complex relationship situations

How to communicate more effectively ?

Tension, conflict management

M. BELLANGE