

By the end of the seminar, the trainees will have acquired elements of knowledge and methods allowing them 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
- Use the strategy analysis methods and tools
- Prepare and implement a strategy plan
- Streamline management of projects in accordance with constraints of cost, time limit and quality
- 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

Organization

Catherine Barot
Metratech

Coordination

Maurice ENFRUN

Consultant

Jean-Louis MULLER

Consultant

Jacques FLEURAT

Consultant

Inscriptions

Tél : +331 4251 6111

Fax : +331 4251 6131

Target audience

Projects managers, counselors and executives from public and private organizations

Wednesday 16th April

Jacques FLEURAT

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

Thursday 17th April

Jacques FLEURAT

- Analysis methodologies of the different actors strategies
- French road case
- Information sorting out
- Choice of firm and role playing
- Personal case

Friday 18th April

Jacques FLEURAT

- Information sorting out, construction of the market
- Marketing strategies

Monday 21st April

Easter Day, public holiday

Tuesday 22nd April

Jean-Louis MULLER

Technical management

- Understanding project management stakes and fundamental principles
- Projects life-cycle and stages
- How to implement effectively project management process and how to create one's project management benchmark

Wednesday 23rd April

Jean-Louis MULLER

- Marketing strategies
- Methods of project management implementation for different fields
- Fields integration or how to get both overall and shared views of the problematic
- Project perimeter and content management or how to control technical developments
- Scheduling management or how to define and reach credible and restrictive deadline objectives

Thursday 24th April

Jean-Louis MULLER

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

Friday 25th April

Maurice ENFRUN

Team management

- My hierarchical position and my job
- How to define my position?
- What permanent results are expected by my post?
- How can I reach them?
- My hierarchical power

Monday 28th April

Maurice ENFRUN

Delegation of authority

- Why?
- To whom and how?
- Delegation principles
- Success and/or failure components of delegation

Tuesday 29th April

Maurice ENFRUN

Motivating 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 ways of motivating team?

Wednesday 30th April

Maurice ENFRUN

Management of complex relationship situations

- How to communicate more efficiently?
- Tension, conflict management

Workdays begin at 9:30 am and end at 5:30 pm

This seminar takes place in Maison des Ponts 15 rue de la Fontaine au Roi 75011 Paris

: