



Roeder Consulting 2012 Workshop Detail List



Project Management Soft Skills Are Critical For Your Success

Growing bodies of research assert that technical capabilities are not enough for project success. A recent Roeder Consulting survey shows over 90% of project leaders strongly agree soft skills are important for successful projects. PMI's newest edition of the Project Management Book of Knowledge (PMBOK®) also acknowledges the importance of interpersonal skills in managing projects by noting this in Appendix G.

Successful project leaders need “*A Sixth Sense for Project Management*®”. This means having skills for self-awareness, self-confidence and leadership, great communication skills and intuition to build genuine team buy-in and skills to build/ maintain executive relationships. ***There is a science to people skills.***

With today's chaotic, demanding, and rapidly fluctuating business environment stretching you and your team to the limits, you need to have Project Management Soft Skills as part of your toolkit.

Roeder Consulting's training events focus on developing your people skills. As one of the original thought leaders in people skills for project success, Roeder Consulting's trainers have decades in the field with real-world experience establishing and leading high-performing teams. We have honed tried-and-true methods and paired it with the latest research on their respective topics to help you succeed.

Choices – PMI Chapter Sixth Sense Training Formats

Roeder Consulting has developed fresh and impactful training programs designed to help you develop and practice your people skills. Courses are available in 3 formats:

IN-PERSON TRAINING

Ideal for mid-to-large size chapters, Roeder Consulting conducts In-Person training courses for change leaders across industries, businesses, and organizations. Timely topics are delivered in a highly-interactive setting providing attendees with immediate skills and knowledge.



ONLINE TRAINING



Interact live with an instructor and classmates at predetermined times. Courses delivered via real-time streaming video and audio. Ideal for chapters with smaller membership or those looking to supplement professional development opportunities. Gain all the immediate workshop take-aways from the convenience of your chosen location—work, home, school—wherever you have an internet connection!

ONLINE ON DEMAND TRAINING

Take these self-paced options on your own schedule, available 24/7. Courses delivered via real-time streaming video and audio.





MONTHLY WEBINAR SERIES



Our Global Monthly Webinar Series is designed for the busy professional looking to stay current on emerging soft skills topics and issues. These **free monthly webinars** focus on project management topics concerning the effective utilization of soft skills within a project management environment.

Regardless of workshop format, all courses delivered by Roeder Consulting provide:

- ▽ Dynamic speakers with extensive real-world experience
- ▽ Insights into the newest research on leading successful projects and applying people skills
- ▽ Practical and applicable skills for immediate use
- ▽ Engaging exercises to solidify concepts

As volunteer chapter leaders, your time is limited. We make workshops easy.

PLATINUM PARTNERSHIPS

When you enter into a contract with Roeder Consulting, we provide:

- ▽ Seamless end-to-end meeting logistics, from venue selection to registration to follow up. We do it all for you.
- ▽ Complete marketing campaigns with materials custom tailored to your organization, minimizing your time and effort for marketing events.
- ▽ Progressive revenue share – the more registered, the greater the portion of revenue share.

PROFESSIONAL DEVELOPMENT DAY SERVICES

Roeder Consulting is pleased to offer its PMI Chapter partners **Professional Development Day in a Box**, the complete design, organization, management and execution of a 1-day multi-track PDD event. In full partnership with the Chapter, Roeder Consulting will provide:

- ▽ Event Management, including venue selection, registration, contract negotiation, creation of event program, venue/facilities management, catering, AV equipment, day-before and day-of-event execution management
- ▽ Minimum of 1 Keynote Speaker and will assist and guide the chapter for Call for Speakers. Will jointly determine final speakers, themes, and topics
- ▽ Marketing materials for the chapter to use to promote the event in the local city and surrounding areas
- ▽ Sponsorship packet for chapter to use to obtain Platinum, Gold and Silver sponsors

While we have successfully worked with large-member Chapters, the **PDD in a Box** is ideal for smaller Chapters who want to bring a Professional Development Day to their membership with minimal volunteer involvement.



2012 COURSE OFFERINGS

LEADERSHIP TRACK COURSES

In Person ▾ Online, LIVE Instructor Led ▾ 8 PDU / 8 Hour

[Dynamic Leadership Skills](#)

[Develop Collaborative, Winning Teams](#) **In Person Only

[Implement Strategy and Change Behavior](#) **In Person Only

[Earn Buy-In & Win Support](#)

[Project Management Fundamentals](#)

[Advanced Project Stakeholder Management](#)

[Project Management Negotiation](#) ** 15 PDU, 2 day course

COMMUNICATION TRACK COURSES

In Person ▾ Online, LIVE Instructor Led ▾ 8 PDU / 8 Hour

[Communicate with Competence and Confidence](#)

[Present with Precision and Authority](#) **In Person Only

[Managing Virtual Teams](#)

[International Project Management](#)

ONLINE, On-Demand COURSES

Online, 24/7 Available

[Awareness: Understand Human and Environmental Factors](#) – 4 PDU/ 4 hours

[Whole Body Decisions™: Synthesize Brain, Heart and Gut](#) – 4 PDU/ 4 hours

[Project Management Fundamentals](#) – 8 PDU / 8 hours

Please see our website for our latest offerings

www.roederconsulting.com

Earn Buy-In & Win Support

A Sixth Sense for Project Management® Program

Overview

Simply stated, projects introduce change. For project managers and others who facilitate change, gaining real buy-in from team members can be challenging. Getting emotional commitment and mental focus on your initiatives is critical to project success. In this course, you will learn specific skills to ensure meaningful interactions with team members, laying a strong foundation for developing team Buy-In.

Objectives

We have combined our hands-on experience running high performing project teams with leading research regarding buy-in to create this interactive workshop, where you will:

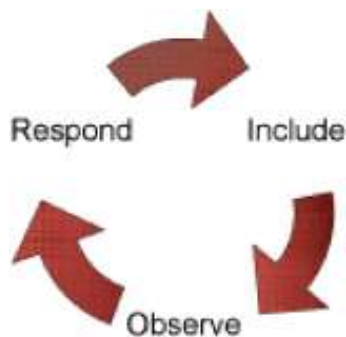
- ▽ Learn specific skills to win genuine team buy-in from all levels
- ▽ Obtain methods and techniques for managing group dynamics and reading people
- ▽ Understand value of relationships in team settings
- ▽ Gain techniques for confidently responding to project issues

Benefits

By using the take-away skills from this course, you will be able to immediately:

- ▽ Increase commitment by enabling team members to feel included and important
- ▽ Avert potential project blockers by observing and managing group dynamics
- ▽ Optimize team performance by diplomatically and quickly responding to opportunities and issues
- ▽ Positively impact your project success and personal growth

Program Overview



Our experienced experts will lead you through a 3-step process for meaningful interactions leading to more successful project outcomes.

Step 1: Include

Make people feel part of the team while you manage group dynamics.

Step 2: Observe

Read and interpret behaviors and non-verbal communications in order to keep the individuals and team at high performance levels.

Step 3: Respond

Confidently address any project situation.



Earn Buy-In & Win Support

A Sixth Sense for Project Management® Program

Course Details

Duration: 1 day (In-Person), 2 days (Online, Live)

Credits: 8 PDUs

Method: Instructor-led training (*Online and In-Person Formats*)

Seminar Structure: Highly interactive hands-on workshop with lecture, videos, case-studies, and activities

Location & Tuition: Refer to [website](#) for latest calendar and pricing

What Others Are Saying...

“fills in the critical gap”

Michael Schutterop, Manager
Project Management Competence Center

“Sixth Sense Buy-In fills in the critical gap neglected by most project management methodologies and curriculum.”

“this was a great course”

Pauline Lee, Project Coordinator

“I was not sure exactly what to expect other than learn some tools to get buy-in. But I believe I’m taking away more than that - awareness to be more aware through observation, communication. Overall this was a great course.”

“great way to support our members”

Kimi Hirotsu Ziemski, PMP
Director of Special Issues, PMI-SFBAC 2010

“A great way to support our members on the journey to stronger leadership skills.”

Develop Collaborative, Winning Teams

A Sixth Sense for Project Management® Program

Overview

High performing teams generate the most successful project outcomes. Project leaders need teams with members who are whole-heartedly engaged, collaborate well, are energized, and have a genuine desire to “win” over the entire project. In this course, you will develop your Sixth Sense skills to craft and recruit power-house teams, keeping them engaged – and eagerly working on – your projects from kickoff to close-out.

Objectives

We have combined our extensive hands-on experience leading high performing project teams with the latest Team Building research to create this unique workshop, where you will:

- ▽ Learn how to design and form collaborative and winning teams
- ▽ Gain skills to secure and keep resources assigned to your teams
- ▽ Obtain best practices for successful team launches
- ▽ Learn how to keep your team focused, motivated and take ownership in their projects

Benefits

By applying the practical, time-proven take-away skills from this course, you will be able to immediately:

- ▽ Keep resources engaged - and assigned - to your projects over duration of your initiatives
- ▽ Attain better project outcomes via more collaborative, effective, and efficient teams
- ▽ Avoid “false starts” with more successful project and team launches
- ▽ Remove potential project blockers by avoiding intra-team conflicts before they start

Program Overview



Our experienced experts will lead you through our 4-step process for developing high performing teams:

- ▽ **Select** –Identify the best people
- ▽ **Recruit** –Get commitment from management for the best people
- ▽ **Launch** – Start off on the right foot
- ▽ **Engage** – Have entire team fully own the initiative

Through a case study, you’ll solidify skills to build and lead any type of high performing team.



Develop Collaborative, Winning Teams *A Sixth Sense for Project Management® Program*

Course Details

Duration: 1 day

Credits: 8 PDUs

Method: Instructor-led training (*In-Person Format*)

Seminar Structure: Highly interactive hands-on workshop with lecture, videos, case-studies, and activities

Location & Tuition: Refer to [website](#) for latest calendar and pricing

What Others Are Saying...

“great investment of my time”
Richard Legrand, Operations Manager

“Great Material! Great Delivery! Great Investment of my time, my company’s time in aiding in the delivery of product & services to our customer base which are critical to quality.”

“outstanding facilitator!”
Kurt Weber, Director - Implementation

“Tres was an outstanding facilitator! I look forward to my next Roeder interaction.”

Dynamic Leadership Skills for Better Project Results

A Sixth Sense for Project Management® Program

Overview

Leadership is one of the most important and determining factors in the success of any project. As Project Managers, Program Managers, and Business Analysts, we are viewed as leaders but often lack formal “position authority.” This course will help you understand power and influence and how to effectively lead your projects based on the situation.

Objectives

We have combined our hands-on experience leading high performing project teams with the latest Leadership research to create this interactive workshop, where you will:

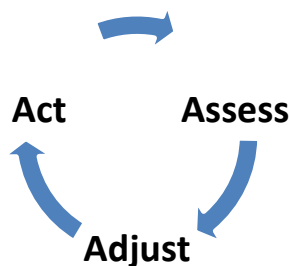
- ▽ Learn various leadership styles and when to use them
- ▽ Understand power , influence, and formal/informal authority
- ▽ Increase your awareness as a leader, to your team, and your project
- ▽ Gain techniques for reading and leading any type of project

Benefits

By using the take-away skills from this course, you will be able to immediately:

- ▽ Lead your teams more effectively by adjusting your leadership style to the situation
- ▽ Act more confidently as a leader by being more aware
- ▽ Avert potential project blockers and gain team commitment by diplomatically influencing others
- ▽ Positively impact your project success and personal growth

Program Overview



Our experienced experts will lead you through our “3A” model, giving you skills to lead any type of project.

Assess - Learn to read the leadership context

Adjust - Learn how to be a "situational leader" - read the situation & adjust your leadership style accordingly

Act - Learn and practice the behaviors possessed by successful change leaders



Dynamic Leadership Skills for Better Project Results

A Sixth Sense for Project Management® Program

Course Details

Duration: 1 day (In-Person), 2 days (Online, Live)

Credits: 8 PDUs

Method: Instructor-led training (*Online and In-Person Formats*)

Seminar Structure: Highly interactive hands-on workshop with lecture, videos, case-studies, and activities

Location & Tuition: Refer to [website](#) for latest calendar and pricing

What Others Are Saying...

“best course I’ve attended”
Sharon Noll, Mgr - IT Planning & Analysis

“This was the best course I have attended in a long time. Instructors were entertaining and knowledgeable. Lots of take-aways and real life applications”

“maximizes the ability of PMs”
Alison Toure, Managing Consultant

“It’s great to see a course that maximizes the ability of project managers to apply the methodology – focusing on how to work with people & affect change is critical to success”

“highly engaging and applicable”
Jackie Adams - Project Coordinator

“I loved the course. It was highly engaging and applicable”

Communicate with Competence & Confidence

A Sixth Sense for Project Management® Program

Overview

Understanding how to communicate in a project setting is a vital skill for project managers and those who facilitate change. Developing and confidently communicating effective messages using written, verbal and visual forms is a key to obtaining results and your project success. In this workshop, we will help you understand how to more clearly and effectively communicate in project settings, leading to more successful change initiatives.

Objectives

From the vast experience of our dynamic speakers, we have created a 3-step approach to help you increase your skills in:

- ▽ Crafting clear messages for specific target audiences
- ▽ Understanding the information needs of stakeholders, including sponsors & team members
- ▽ Using feedback to keep lines of communication open
- ▽ Leveraging visual documents and presentations

Benefits

By using the take-away skills from this course, you will be able to immediately:

- ▽ Develop and confidently deliver convincing arguments and “stories”
- ▽ Enable your stakeholders to understand the importance of your projects and initiatives
- ▽ Proactively focus your teams to the critical items that will need or do require attention
- ▽ Positively impact your project success and personal growth

Program Overview



Our experienced experts will lead you through a 3-step process leading to more successful outcomes.

Step 1: Written Communications

Learn keys to powerful word selection, structuring convincing arguments and telling a “story.”

Step 2: Verbal and Visual Communications

Leverage presentations and visual documents to effectively complement your story and project.

Step 3: “Sixth Sense” Communications

Confidently communicate your messages in any project and/or management situation.



Communicate with Competence & Confidence

A Sixth Sense for Project Management® Program

Course Details

Duration: 1 day (In-Person), 2 days (Online, Live)

Credits: 8 PDUs

Method: Instructor-led training (*Online and In-Person Formats*)

Seminar Structure: Highly interactive hands-on workshop with lecture, videos, case-studies, and activities

Location & Tuition: Refer to [website](#) for latest calendar and pricing

What Others Are Saying...

“synergy of the class was great”
Marsha Marks, IT Project Manager and
COTR, Dept of the Navy

“This was the first class I have taken from Roeder Consulting but it certainly will not be the last. The synergy of the class was great. I learned so much and it was a pleasure meeting Christine and the other class members”

“time investment very worthwhile”
Evaristo Valle, Federal Project Director

“Very competent instructor who is very skilled in getting the learning/lessons across. Brings real world situations into the lessons/skills to be learned, making my time investment very worthwhile.”

“most fun I’ve had”
Kelley Graves - Senior Systems Analyst

“The most fun I’ve had in a training course! Very interactive – but not with the typical pressure in most training courses. I’m definitely walking away with a new appreciation of communication”

Present with Precision & Authority

A Sixth Sense for Project Management® Program

Overview

Presenting your messages clearly, concisely and with authority is a key skill required for successfully navigating through your projects and change initiatives. In this course, you will learn the verbal, non-verbal and logistical skills to deliver powerful presentations to teams, stakeholders, executives and others. You will also deliver short "practice" presentations among your peers, which will help you become a more polished, confident speaker. While this is a stand-alone course, it builds upon skills obtained from our *Communicate with Competence & Confidence* course.

Objectives

Leveraging our vast experience creating and delivering impactful presentations, we will dive deeper into tools and techniques to increase your presentation skills:

- ▽ Understanding the four-step process of developing powerful presentations
- ▽ Creating more succinct, memorable messages for your audiences
- ▽ Practicing strategies to reduce anxiety
- ▽ Leveraging visual aids like PowerPoint

Benefits

By using the take-away skills from this course, you will be able to immediately:

- ▽ Develop and confidently deliver high impact presentations
- ▽ Clearly communicate your messages to your stakeholders and team
- ▽ Apply techniques for almost any situation, not just projects
- ▽ Positively impact your project success and personal growth

Program Overview

Our experienced experts will lead you through a four-step process leading to more successful presentations:



- ▽ **Preparation** Learn the most effective ways to organize content, design powerful openings and closings and create supportive visuals
- ▽ **Practice** Understand the 5 elements of vocal delivery and develop powerful verbal and nonverbal language
- ▽ **Presentation** Overcome anxiety using relaxation techniques and master audience questions
- ▽ **Playback** Understand the importance of evaluating each presentation and its positive impact on future presentations.



Present with Precision & Authority

A Sixth Sense for Project Management® Program

Course Details

Duration: 1 day

Credits: 8 PDUs

Method: Instructor-led training (*In-Person Format*)

Seminar Structure: Highly interactive hands-on workshop with lecture, videos, case-studies, and activities

Location & Tuition: Refer to [website](#) for latest calendar and pricing

What Others Are Saying...

“material was well prepared”
Charles Slabaugh, Product Line Leader
BWR Products, GE Reuter-Stokes, Inc.

“This was one training class we all enjoyed. The presentation material was well prepared... your presentation style was very professional and well received by all participants.”

“your professionalism and expertise”
Dotti Foltz, President, Sales & Marketing
Executives Association of Akron

“Your professionalism and expertise as a trainer and a coach was clearly demonstrated in your presentation of ideas. I would highly recommend your services to any organization.”

“fun, interactive class setting”
Dana Wakefield, Project Manager

“Presentation skills with Christine was a great way to obtain 8 PDUs in a fun, interactive class setting. I highly recommend this class”

Implement Strategy and Change Behavior

A Sixth Sense for Project Management® Program

Overview

Organizations today must quickly and effectively implement their strategies in order to beat the competition or even merely survive the challenging economic climate. Because projects are used to implement your vision, you must wisely use your limited resources while minimizing unintended impacts to your operations. This course will help you prepare your organization, from both a structure and people point of view, to successfully implement your change initiatives using a repeatable framework.

Objectives

We have combined our hands-on implementation experience with cutting-edge behavioral research to create this unique interactive workshop, where you will:

- ▽ Understand how structure and people-related issues impact strategy implementation
- ▽ Learn must-haves for an effective vision for your organization
- ▽ Obtain processes, plans and action steps required for you to implement your vision successfully
- ▽ Apply a framework to enable you to sustain the change with enthusiasm and fairness

Benefits

By using the take-away skills from this course, you will be able to immediately:

- ▽ More successfully lead your change initiatives and make them stick
- ▽ Avoid potential blockers by recognizing the forces at play when people change
- ▽ Introduce the initiatives while minimizing unintended disruption to your current operations
- ▽ Get your messages across more effectively with a solid communication plan
- ▽ Cultivate enthusiasm for new ideas

Program Overview

Our experienced experts will lead you through our “BOWTIE” model, giving you skills to implement strategy in your organization.



- B**uild – find out our five keys to an effective vision for change
- O**perate – learn how to create a powerful platform for change
- W**ire – discover how to “hard wire” changes so they “stick” after the project team goes away
- T**ransform – learn from cutting-edge research how to change behavior
- I**nform – learn what should be communicated when
- E**ngage – obtain tested techniques to engage people in your



Implement Strategy and Change Behavior

A Sixth Sense for Project Management® Program

Course Details

Duration: 1 day

Credits: 8 PDUs

Method: Instructor-led training (*In-Person Format*)

Seminar Structure: Highly interactive hands-on workshop with lecture, videos, case-studies, and activities

Location & Tuition: Refer to [website](#) for latest calendar and pricing

What Others Are Saying...

“course was very beneficial”

Rana Ayyoub

“This course was very beneficial and helped create a new look and perspective on how to deal and manage change at work, especially when working in big corporation with continuous change”

“very effective tools and techniques”

Aundrea DeLeon, IT Manager, PMP, ITIL

“An excellent course for any project manager or leader. Very effective tools and techniques that can be applied in your professional and personal life.”

“great course”

Carrie Minardo, HR Process Improvement Analyst

“Great course on topics of change management”



Project Management Fundamentals *(New Course)* ***A Sixth Sense for Project Management® Program***

Overview

Did you begin your career with a clear idea of what you wanted to do? Sometimes, you take a job because it sounds interesting or you like the organization or you're passionate about what it does. Over time, you begin to take on additional responsibilities, learn new skills and are asked to deliver results or move agendas forward. It's no wonder in today's hectic business environment that you're suddenly managing stakeholder expectations, working on teams, worrying about budgets and planning schedules while being pulled in different directions. Your success is dependent on your ability to understand project management fundamentals and make them work for you. In this course, you will be introduced to project management fundamentals laying a strong foundation from which to build upon. Less experienced project managers will walk away with a core set of tools to get started right away. More experienced project managers will also benefit from this program's cutting-edge science and groundbreaking principles. "Project Management Fundamentals" features a complete portfolio of accelerated learning techniques, including multimedia and exercises.

Objectives

We have combined our hands-on experience running high performing project teams with leading research regarding buy-in to create this interactive workshop, where you will:

- ▼ Foster an appreciation for project management and its importance
- ▼ Learn project management fundamentals, including, the three attributes of a balanced approach
- ▼ Gain "take away" skills that can be immediately applied to your projects

Benefits

By using the take-away skills from this course, you will be able to immediately:

- ▼ Understand why a balanced approach to project management delivers powerful results
- ▼ Understand the phases of the Project Management Life Cycle and a project manager's role
- ▼ Understand the value of project charter documents.
- ▼ Develop project charters and work breakdown structures to better define your projects
- ▼ Enhance your effectiveness in delivering services
- ▼ Incorporate learning about project charters, work breakdown structures and risk to increase commitment by enabling team members to feel included and important
- ▼ Enhance your ability to effectively participate as a member of a project team

Project Management Fundamentals *(New Course)*

A Sixth Sense for Project Management® Program

Program Overview

Our experienced experts will lead you through a 3-step process for meaningful interactions leading to more successful project outcomes.

▽ **What Is A Project?**

- Definition of a project
- Project life cycle and triple constraint (scope, timeline, budget)
- Project terminology

▽ **Introduction To The Balanced Approach**

- A Sixth Sense for Project Management®
- Business acumen
- Technical skills

▽ **Basic Project Technical Skills**

- Project charters
- Work Breakdown Structures
- Basics of Project Planning & Risks

▽ **Structured Learning Activities You Can Apply**

Throughout the course, you will be given exercises to complete as a team or individual. These exercises will help reinforce learning and provide excellent takeaway opportunities.

▽ **Why You Are In The Right Place At The Right Time!**

Learn how you can enhance your career and fill the biggest skill gap in organizations



Course Details

Duration: 1 day (In-Person), 2 days (Online, Live)

Credits: 8 PDUs

Method: Instructor-led training *(Online and In-Person Formats)*

Seminar Structure: Highly interactive hands-on workshop with lecture, videos, case-studies, and activities

Location & Tuition: Refer to [website](#) for latest calendar and pricing

International Project Management *(New Course)* *A Sixth Sense for Project Management® Program*

Overview

International Project Management is becoming the norm. Cross-cultural contact is increasing, creating a greater potential for both conflict and cooperation. Given the rapidly changing environment, the ability to relate to all types of people is an essential skill for project managers.

This program focuses on results-oriented collaboration and communication with individuals and organizations from different countries. Going beyond the generic call for tolerance, this program delves deeply into barriers to effective international project management, and provides strategies for building productive working relationships.

Objectives

We combined our hands-on experience leading high performing international project teams, and the latest research, to create this interactive workshop, where you will:

- ▽ Develop cross-cultural intelligence
- ▽ Understand how international boundaries impact today's work environment – for both co-located and virtual work teams
- ▽ Acknowledge barriers to effective international communication
- ▽ Become aware of one's own cultural viewpoints and norms and how they impact perspective and collaboration
- ▽ Identify key issues, competencies and best practices to help build effective relationships across geographic boundaries
- ▽ Special section on international non-verbal communication with a region-by-region "cheat sheet"

Benefits

By using the take-away skills from this course, you will be able to immediately:



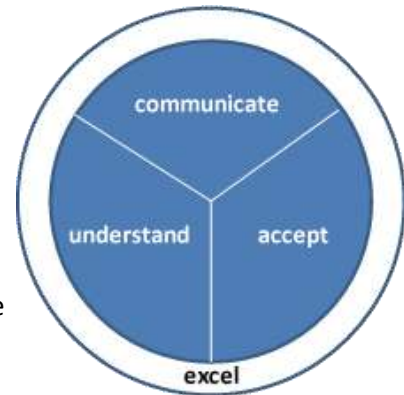
- ▽ Communicate effectively with your cross-cultural team
- ▽ Capture diverse perspectives to create project success
- ▽ Increase your awareness of cultural issues
- ▽ Positively impact your project success and personal growth

International Project Management *(New Course)* *A Sixth Sense for Project Management® Program*

Program Overview

Our experienced experts will lead you through our “world piece” model, giving you the four “pieces” required to succeed in international project management:

- ▽ **Understand**
Knowledge is key to cross-cultural international project management. Roeder Consulting will share foundational learnings about the differences you can expect.
- ▽ **Accept**
Learn techniques to foster acceptance of the team’s differences.
- ▽ **Communicate**
Learn how to understand and be understood, even when there are geographic, language, and cultural barriers. .
- ▽ **Excel**
Harness the power of your team’s diverse skill set to deliver extraordinary project results.



Course Details

Duration: 1 day (In-Person), 2 days (Online, Live)

Credits: 8 PDUs

Method: Instructor-led training *(Online and In-Person Formats)*

Seminar Structure: Highly interactive hands-on workshop with lecture, videos, case-studies, and activities

Location & Tuition: Refer to [website](#) for latest calendar and pricing

Advanced Project Stakeholder Management *(New Course)* *A Sixth Sense for Project Management® Program*

Overview

Stakeholders in a project make decisions; provide input, deliver work, and impact if your project will be a success. Stakeholders may be the project team, functional management, a project sponsor, and most importantly, the customer. Anyone who participates in the project or is impacted by its results is a stakeholder. Each stakeholder has an essential contribution to make and all stakeholder expectations need to be met. It's the responsibility of the project manager to understand how to identify, manage and clarify stakeholder direction.

This dynamic course teaches you the ins and outs of project stakeholder management. Roeder Consulting applies cutting-edge science to real-world expertise to deliver tangible techniques for project stakeholder management.

Objectives

We combined our hands-on experience corralling high performing stakeholder teams with the latest Leadership research to create this interactive workshop, where you will learn:

- ▽ Roeder Consulting's unique tool to help you determine who the stakeholders are in a project, and what their true perspective is
- ▽ A method to categorize stakeholders
- ▽ Tools to track stakeholders
- ▽ Techniques to manage project stakeholders based on their category

Benefits

By using the take-away skills from this course, you will be able to immediately:



- ▽ Lead your stakeholders more effectively
- ▽ Redirect stakeholder questions into stakeholder directions
- ▽ Identify barriers before they occur
- ▽ Positively impact your project success and personal growth



Advanced Project Stakeholder Management *(New Course)* *A Sixth Sense for Project Management® Program*

Program Overview

Our experienced experts will lead you through our Project Stakeholder Management model, giving you skills to lead any type of project.

- ▼ **Detect**
Find all of your stakeholders, even those who might not show up until later in the project life-cycle.
- ▼ **Categorize**
Categorize your stakeholders by interests, motivational factors, and overall level of support.
- ▼ **Align**
Get all your stakeholders productively engage in your project. Learn tools to manage out of bounds stakeholders. Gauge how things are going as the project progresses.

Course Details

Duration: 1 day (In-Person), 2 days (Online, Live)

Credits: 8 PDUs

Method: Instructor-led training *(Online and In-Person Formats)*

Seminar Structure: Highly interactive hands-on workshop with lecture, videos, case-studies, and activities

Location & Tuition: Refer to [website](#) for latest calendar and pricing

Project Management Negotiation *(New Course)* *A Sixth Sense for Project Management® Program*

Overview

Projects are one negotiation after another. Do you need more resources? Is the timeline too tight? Are there important procurement contracts to be awarded? Negotiation skills are among the most important any project manager can possess.

Project Management Negotiation is an action-packed course that features a major new case study from Northwestern University's Dispute Resolution Resource Center. The case exercise, which spans across both days, thrusts participants into the position of negotiators who must deliver results against a deadline. Do you establish alliances or go on your own? Do you include your opponent ... or fight them?

The fun is intense and the learnings are immense. As Walt Disney demonstrated years ago some of the most effective learning situations are taught through experience (not lecture). If you want to sit down and have someone talk at you, this is NOT the course for you. You will be engaged, energized and stretched.

Objectives

We merge real-world experience with the best from academia to deliver this interactive workshop where you will learn:

- ▽ Skills for one-on-one and multi-party negotiations
- ▽ How to win before the negotiation even begins
- ▽ Postulating, partnering, or posturing – know the difference and its implications
- ▽ Techniques you can deploy when others don't play by the rules

Benefits

By using the tangible take-away skills from this course, you will be able to immediately:



- ▽ Decipher when negotiate and when to fight ... A valuable skill for any project manager who must pick her battles
- ▽ Build alliances
- ▽ As you've grown to expect from a Roeder Consulting training experience, improve your awareness and anticipation of the project environment



Project Management Negotiation *(New Course)* *A Sixth Sense for Project Management® Program*

Program Overview

Project Managers should not be the person to say “no.” The role of a project manager is to help stakeholders understand the tradeoffs involved with project success. For example, if project scope is expanded it that will likely mean more time and/or resources are required. Working with our stakeholders on these types of tradeoffs requires negotiation skills.

Roeder Consulting’s proprietary framework, A Sixth Sense for Project Management®, contains the building blocks required to develop sound negotiation skills:

- ▽ **Awareness:** Assess whom you’re dealing with and that person’s style of communication
- ▽ **Whole Body Decisions™** : Use your head, heart and gut to be fully informed
- ▽ **Clear Communication:** Meet face-to-face if possible and explicitly spell out why you’re making a request.
- ▽ **Adaptability:** Know when to hold your ground and when to back down
- ▽ **Diplomacy:** Be sensitive and understanding
- ▽ **Persistence:** Don’t give up, and also be careful not to push too hard

In Project Management Negotiation, participants are placed into teams. Each team will have a series of meetings culminating in a decision. Interspersed between negotiations are interactive instructor-led learning sections. Project Management Negotiation tests your wits against others, develops problem-solving and coping skills, and dramatically instructs specific negotiation techniques that can be used not just in projects, but more broadly in any situation where you must arrive at an agreement.

Course Details

Duration: 2 days (In-Person), 3 days (Online, Live)

Credits: 15 PDUs

Method: Instructor-led training (*Online and In-Person Formats*)

Seminar Structure: Highly interactive hands-on workshop with lecture, videos, case-studies, and activities

Location & Tuition: Refer to [website](#) for latest calendar and pricing

Managing Virtual Teams

A Sixth Sense for Project Management® Program

Overview

When was the last time you had your entire project team in one place, where you could see their faces, reactions, and have full interaction? Whether you've got teammates down the hall, in the next building, or spread all around the globe, research shows that running virtual project teams requires different skills than "traditional" in-person projects.

With projects increasingly conducted by virtual teams, savvy project managers must understand how to succeed when face-to-face meetings are becoming few and far between.

In this course, we will discuss how to get results from your virtual project teams. We'll cover how to facilitate trust and open communication, including interpreting and acting upon verbal and non-verbal cues when you can't see them. Finally, while we can't help set up your technologies, we can provide some guidance on what to do when technology fails.

Objectives

By combining decades of in-the-field experience with the latest virtual teaming research, Roeder Consulting will help sharpen your virtual team management skills, enabling you to:

- ▽ Facilitate more productive virtual team meetings
- ▽ Understand new challenges and opportunities of virtual teams
- ▽ Understand the difference between managing virtual teams and managing teams virtually
- ▽ Apply scientific knowledge on the human side of change to virtual teams

Benefits

By using the take-away skills from this course, you will be able to immediately:



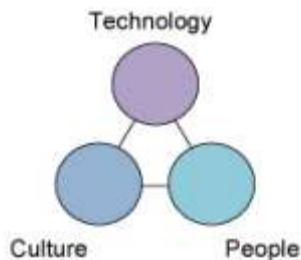
- ▽ Lead your virtual team for better project outcomes
- ▽ Build and facilitate trust and open communications with your virtual teams
- ▽ Effectively deliver information electronically and be able to cope when/if technology fails
- ▽ Positively impact your project success and personal growth

Managing Virtual Teams

A Sixth Sense for Project Management® Program

Program Overview

Our experienced instructors will lead you through our 3 spoke model, giving you skills to lead any type of virtual project team.



Manage the Culture: Learn the FOCUS model for open communications in a virtual team.

Manage the Technology: Learn how to select and deliver information electronically and what to do when technology fails.

Manage the People: Learn how to set yourself up for success and keep your team focused on desired outcomes.

Course Details

Duration: 1 day (In-Person), 2 days (Online, Live)

Credits: 8 PDUs

Method: Instructor-led training (*Online and In-Person Formats*)

Seminar Structure: Highly interactive hands-on workshop with lecture, videos, case-studies, and activities

Location & Tuition: Refer to [website](#) for latest calendar and pricing

What Others Are Saying...

“timely and useful content”
Tom Langley, Marketing Project Manager | “Timely and useful content presented enthusiastically and logically”

“appreciate the engaging conference”
Managing Virtual Teams Student | “I very much appreciated the engaging conference and the participation factor”

“we are a much better organization”
Kristen Woods, CSE, Chairman of the Board, Sales and Marketing Executives of Columbus | “Your leadership, intuition and communication skills helped our board of directors and trustees get through many complex issues that have resulted in our taking significant steps to implement change. We are, as a result of your work, a much better organization.”

Awareness: Understand Human & Environmental Factors

A Sixth Sense for Project Management® Program (Newly updated)

Overview

When leading projects or initiatives, the more aware you are of yourself, the people you interact with, and your environment, the better you will be at making decisions, communicating more clearly and managing projects to greater results. This course will help you increase awareness on multiple levels, so you can more quickly identify and address issues, adapt to changing conditions and lead your team to better project outcomes.

Objectives

In this workshop, you will focus on the increasing your awareness, a core *Sixth Sense for Project Management®* skill essential for your personal and professional success, where you will:

- ▽ Gain specific skills to increase awareness within yourself, your team, and your environment
- ▽ Learn what it means to be aware and why/how it is important to you and your projects
- ▽ Understand impacts of perceptions, even if they are inaccurate

Benefits

By using the take-away skills from this course, you will be able to immediately:

- ▽ Positively impact your project success and personal growth with a greater understanding of yourself
- ▽ Make better and more timely decisions on your projects by being more in tune with yourself, your team, and your environment
- ▽ Avert potential project blockers by addressing perceptions and environmental conditions
- ▽ Communicate more clearly by more accurately reading and understanding the situation

Program Overview



Through our 4-step process, you will obtain tools and skills to increase awareness, which can help you lead your teams to better project outcomes:

Step 1: Self-Awareness

Understand yourself and how it impacts your personal & professional life.

Step 2: Awareness of Others

Learn about perception and reactions of others.

Step 3: Environmental Awareness

Evaluate what's going on around you and its impact.

Step 4: Integrated Awareness

Pull it all together & make positive strides on your projects.



Awareness: Understand Human & Environmental Factors *A Sixth Sense for Project Management® Program (Newly updated)*

Course Details

Duration: 8 Hours

Credits: 8 PDUs

Method: Online, on-demand, pre-recorded course. Self-administered exercises, surveys, and examples designed to increase your skills.

Seminar Structure: Take the course at your own pace. Start and pause/ stop course for a 30 day window from date of purchase. Course slides and handbook will be furnished to you.

For Registration & Price: Refer to [website](#) for latest course information, pricing & registration.

Technical Requirements: A stable high speed internet connection is recommended, since course will be delivered online. Further tech requirements are available on the [website](#).

What Others Are Saying...

“well paced and met the objectives”

Donna M. Wolfe, MBA, PMP, DFAS
Strategic Business Management, Enterprise
Solutions Division

“The Sixth Sense Awareness course presented the perfect opportunity for me to reassess myself and the organization. I was able to take the time to determine the changes needed to make myself and my project more successful in this changing environment. I thought the course was well-paced and met the objectives. The exercises were thought-provoking. ”

“To me, it was win-win”

Stephen DeBrosse, Technical Services &
Strategy, National City (PNC)

“To me, it was win-win, particularly since this course directly addressed one of my main professional development goals. In looking at the most successful individuals around me and my role models who have risen to the VP/SVP level, it seems that it is exactly these types of ‘Sixth Sense’ skills that got them to that level, beyond experience/technical acumen.”

Whole Body Decisions™: Synthesizing Brain, Heart & Gut A Sixth Sense for Project Management® Program

Overview

You will face many decisions during your projects and initiatives. Decisions are made using more than just rational thought. Science has also discovered decisions involve emotions: your emotions, your teams' emotions. Your "gut instincts" and non-verbal cues also have influence. This course will help you use your entire body – your mind, your heart, and your gut – to make better, timelier, and more deliberate decisions, which will increase the likelihood of your success.

Objectives

Combining our real-world experience with the latest research in this unique course, you will develop A Sixth Sense for Project Management® for making decisions:

- ▽ Develop the skills to make Whole Body Decisions™
- ▽ Understand the fundamental concepts of making Whole Body Decisions™
- ▽ Learn the 8 basic steps to make decisions using all of the body's capabilities - Brain, Heart and Gut

Benefits

By using the take-away skills from this course, you will be able to immediately:

- ▽ Make better, more timely, and conscious decisions by using an 8-step process
- ▽ Avert potential blockers by being more aware and in tune with your mind, heart and gut
- ▽ Tap into your team and your emotions to make decisions more comprehensively and deliberately
- ▽ Positively impact your project success and personal growth

Program Overview



Using all of your body's capabilities, you will be able to make better, more timely, and more deliberate decisions using our adaptable 8-step process:

- Acknowledge that a decision has to be made
- Identify the desired outcomes
- Identify the possible choices
- Determine who will be part of the process
- Identify sources of information
- Document the decision making criteria
- Evaluate
- Decide!



Whole Body Decisions™: Synthesizing Brain, Heart & Gut A Sixth Sense for Project Management® Program

Course Details

Duration: 4 Hours

Credits: 4 PDUs

Method: Online, on-demand, pre-recorded course. Self-administered exercises, surveys, and examples designed to increase your skills.

Seminar Structure: Take the course at your own pace. Start and pause/ stop course for a 30 day window from date of purchase. Course slides and handbook will be furnished to you.

For Registration & Price: Refer to [website](#) for latest course information, pricing & registration.

Technical Requirements: A stable high speed internet connection is recommended, since course will be delivered online. Further tech requirements are available on the [website](#).

What Others Are Saying...

"on-line course was terrific"
Whole Body Decisions Student

"The Whole Body Decisions on-line course was terrific. With my busy schedule, it was the perfect solution. I was able to start and stop the program as needed while still getting the most from the content. The guide that was provided with the course was very helpful and will be useful as a reference document moving forward as I try to apply what I learned about making 'whole body decisions'. I found the pace of the narrative to be comfortable and the information well organized throughout the slides. The homework assignments helped to pull all the concepts together. I would definitely recommend this on-line course to others."



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Roeder CONSULTING

Change Successfully

Who We Are

Roeder Consulting is a full-service project management consulting and training firm headquartered in Cleveland, Ohio. From Fortune 500 clients to mid-size companies, Roeder Consulting provides effective solutions for managing change. Since our founding in 2001, we have helped clients with their important change initiatives, resulting in increased revenues, efficiencies and/or profitability. Our successful track record speaks for itself.

We've taken some of the specific tools and skills that we use in strategy implementation consulting and adapted and packaged them as training offerings for other change agents, most often for professional project managers. We have a regionally diverse network of experienced consultants, speaker-trainers and marketing associates.



Who We Work With

Roeder Consulting works with organizations throughout North America, across industries and business segments. Our strategy implementation consulting, process improvement methodology and program management capabilities are applicable to most businesses from heavy industrial equipment manufacturing to specialty retail. And our Sixth Sense people skills training is applicable to and effective for all change agents and change leaders, regardless of experience level.

We enjoy strong relationships with many PMI chapters in North America, and often deliver training to project managers via these partners. We're not just experts in teaching soft skills to project managers. We are leaders in taking our understanding of how people communicate, learn, adapt, change and succeed and apply it in project settings. There's a science to soft skills.

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