

Management Crossing

First-Rate Moves. To Work the Challenges.™

Seminar/Workshop Description

Project Manager >Crossing

Increase benefits from project managers substantially. More and better than just a Project Manager Training.

Delivery method: seminar/workshop, 2-3 days, on-site

Goals and topics: to choose at <http://www.projectcrossing.com>

<http://www.managementcrossing.com>

Project >Crossing

... it moves beyond Project Management !!!

Goals and Topics

- **Project Manager >Crossing** Create a better base for project manager success - learn methods which combine project management with up to 25 further management procedure like leadership, conflict handling, stakeholder management.
- **Project Manager Cases** Built new concentration on central and decisive project manager cases. Get integrated, effective and cross-functional case solutions such as realistic project planning, effective project change processes and working project communication.
- **Project Manager >Crossing Drivers** Use five organization levers to achieve desired improvements of project manager work: first success, best practices, case identification, metrics, productive mode switches.
- **Project Manager >Crossing LearnWay** Revitalise, streamline and reorient views, overcome personal borderlines and enable yourself for entrepreneurial acting.
- **Project Manager >Crossing Result Levels** Maximize results of learning investment on up to four levers: personal growth, project quality, business success, with guarantee.
- **Project >Crossing Measures** State quality of project execution and improvement success by using specific measures. Make turning to practice a major issue.
- **Seminar Benefits** Beside others you get the **Project Manager >Crossing-Roadmap**, the **Project Manager >Crossing Handbook-CD** and the **Project Manager >Crossing Certificate**.

Project >Crossing

... it moves beyond Project Management !!!

1. Seminar Goals: More and better than just a Project Manager Training !

The **Project Manager >Crossing Seminar** maximizes benefits from project manager role taking by giving ultimate new concentration **on central and decisive Project Manager Cases**.

It applies **entrepreneurial project management** uniquely combined with **up to 25 further management procedures**, such as leadership, risk and conflict management, customer orientation, process optimisation.

Project Manager >Crossing multiplies existing **competencies** (such as project processes already a strength) und makes available **best practices** (such as methods and proven understandings). Using a unique approach it sets up new project manager strengths and realizes effective project procedures.

Regarding the project as a "company within a company" is a crucial approach for realizing advantages. The total available know how, methods, procedures, processes and organisational forms are used to master project situations actively and comprehensively. Entrepreneurial project leadership is a central issue here.

You can use the Project Manager >Crossing Seminar to boost project manager capabilities for **all project types and sizes**.

The **seminar** develops insights, abilities and hands-on concepts for a set of most critical **project manager cases**. Solutions the participants get will make them able to practice a strong project manager role and will definitely **go beyond usual project manager seminars**.

So today you may choose to take a traditional seminar - or better the **Project Manager >Crossing Seminar**.

Includes:

Project Manager >Crossing Roadmap
Project Manager >Crossing Certificate
Project Manager >Crossing Handbook-CD

2. Seminar Themes: Project Manager Case Solutions

Depending on the demands of the business, project-complexity and given situations, project manager success is influenced by the art of mastering **Project Manager Cases**.

This program includes approaches to increase benefits from a project managers work substantially. Participants will acquire the most relevant project manager capabilities to run the project successfully. We will look for **integrated, effective and cross-functional** solutions for these cases:

Project matrix organisation

- Gain competence in handling the project/line matrix organisation.
- Recognise and adapt project success factors in projects, in the business and in the company.
- Make projects visible and use as a marketing instrument.
- Get projects anchored in the company.
- Organize project management according to industry and international standards.

Capacity

- Establish capacity/bottleneck transparency
- Optimise and concentrate resources.

Pre-Project Phases

- Identify project customer/client requirements exactly.
- Organize for complete business project cases, high quality goals and deliverables.

Customer Orientation, Partnering and Internationality

- Set up project marketing actions.
- Deal with stakeholder expectations and influences.
- Support partnering and cooperation processes with suppliers/partners.
- Integrate different national, cultural, individual and location styles, matters and values.

Project Execution: Analysis, Planning

- Enforce a professional project start-up and briefing of project staff.
- Perform an effective project planning cycle
- Make realistic project plans.
- Incorporate communication planning and stakeholder analysis.
- Allocate and handle budgets and resources.

- Implement work package philosophy.
- Allow for freezing points and project realization strategies.

Project Execution: Steering and Change

- Implement a forward-looking project monitoring cycle.
- Carry out proper action and result control.
- Manage the project change process.
- Practice proven review and presentation techniques.
- Apply manageable status and forecasting tools.
- Set up earned value methods and activity-base performance measurement.
- How to recognize upcoming project problems.
- Organise an effective de-briefing process.

Project Realisation, Optimisation and Acceleration

- Vary the processes and methods for large/small, stable/instable projects.
- Correct handling of sub-projects.
- Implement project acceleration measures.
- Phasing, paralleling and accelerating projects.
- Freezing points: how to guarantee project completion dates.

Project Organisation

- Learn and apply an entrepreneurial project leadership style.
- Define and apply different project roles for project staff.
- Set up powerful 2+3=7 high performance teams in more complex projects.
- Correct use of the project room.

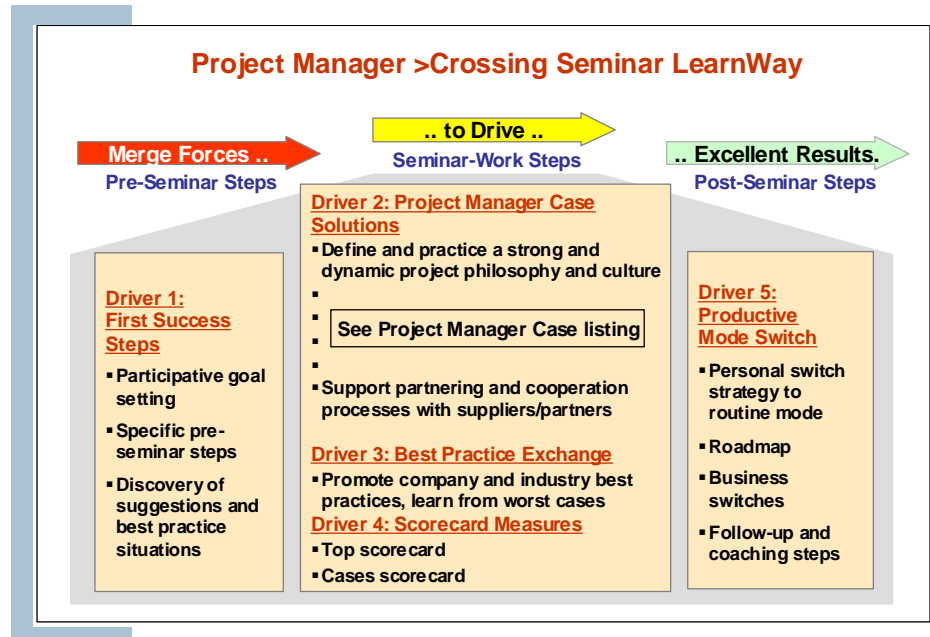
Communications, Cooperation, Influence

- Create positive project pressure and conflict management levels.
- Dramatically increase project work efficiency with direct motivation methods.
- Apply unconventional communication and cooperation methods.
- Establish a suitable policy for meetings.
- Use methods and procedures as tools for project cooperation and communication.
- Negotiate project resources with line groups.
- Push up self management capabilities.
- Create a positive and co-operative project culture.

(*) Topics to choose at <http://www.projectcrossing.com>

3. The Seminar LearnWay

The **Project Manager >Crossing Seminar** is one of five pathways (*) to put **Project >Crossing** to practice. You will come along with the **>Crossing Seminar LearnWay** which is a three-step approach to handle **five >Crossing Drivers**:



"Merge Forces"

Performing a pre-seminar step you will identify your **goals, ideas and best practices** and get motivated for the course.

"to Drive"

In the course situation you actively discover the **Project Manager Case Solutions** and do the exchange of **best practices**. Each case will have **measure values** to be important for tracking the methods in practice.

"Excellent Results":

At the end of the course you will be fitted with a set of **productive switch tools**: personal roadmap, actions to your business environment, network and coaching help tools.

We do the training in a wealthy mix of lectures, presentation of examples and exercises.

According to our knowledge the **Project Manager >Crossing Seminar LearnWay** produces the highest output and satisfaction from your seminar investment we know.

(*) More **>Crossing Pathways** are: Project >Crossing Review, Project >Crossing Framework, Project >Crossing Online Seminar, Project >Crossing Online Support..

Merge Forces to Drive Excellent Results.™

4. The Project >Crossing Method

At this point we give you some information about **Project >Crossing**.

The backbone of **Project >Crossing** is the **>Crossing Method**, which merges numerous best practices, procedures and methods to achieve superior results. It creates conditions and abilities which, as it were, enforce project success. Project >Crossing consists of three core competencies, which are summarized in the **Project>Crossing Credo**:

Merge Forces to Drive Excellent Results.™

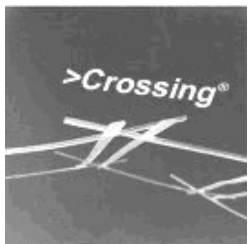
In all project situations, in managing projects and in project support.

1. Core Competence Merge Forces ..	2. Core Competence .. to Drive ..	3. Core Competence .. Excellent Results.
<u>Integrate Project >Crossing Forces.</u>	<u>Apply Project >Crossing Drivers.</u>	<u>Enforce Project >Crossing Results.</u>
Identify and integrate the best approaches, practices and strengths.	Use five drivers to fix project cases and make available relevant inputs, approaches and solutions.	Produce results on up to four levels.
<u>Forces are:</u>	<u>Drivers are:</u>	<u>Results sind:</u>
Project Management-Procedures: Project goals, project start-up, project planning, risk planning, project control, project communication, cooperation, project organisation, multi projecting, project systems Additional Techniques: Project strategies, speeding projects, process optimisation, leadership competence, self organisation, entrepreneurship, partnering, networking, customer orientation, marketing approaches, motivation Process management, quality management, capacity management, qualification, stakeholder management, culture management, international affairs, crisis management, change management, best practice identification	1. First Success Steps Analyse business and project requirements, make available people experiences and ideas, look for fast solutions in the very beginning of the improvement effort. 2. Learning from Best Practices Analyse best practices (internal, external), find and transfer success factors. 3. Project Case Solutions Select critical case, find best solutions using the >Crossing Case Solution Finder. 4. Scorecard Measures Measures to evaluate conversion success. 5. Productive Mode Switches Trainings, individual action plans and roadmaps, transfer to routine tasks, integration existing systems and procedures.	1. Personal Growth Higher motivation, new strengths, better use of existing strengths, more personal competence, personal roadmaps. 2. Project-Quality Higher effectiveness and efficiency in all project roles, more security for reaching project goals. 3. Business Success Project processes are high quality processes and supporting business success. 4. Guarantee The fourth result level is new in management and business improvement: the >Crossing-Guarantee. More security for the money invested.

5. Who should attend ?

This course is made for those who ...

- are **growing** into project roles (project leader/manager, team member) or **want to proof** their actual role taking (project managers, team members, functional managers, project engineers),
- are already **experienced** but wish to learn **something new** in and beyond Project Management (project managers, team members, functional managers, project engineers),
- **take responsibility** for conditions allowing project success (human resource, senior managers, line managers, head of project management),
- already attended a project management seminar but want **to have an add-on**,
- are accepting an **unique learning process** for reaching greater results.



6. Faculty

Seminar leader is Dipl.-Wirt.Ing. **Günter Mempel**.

Günter Mempel is founder of MEMCO Mempel Management Consulting. He developed the **>Crossing Business Move Method**. Starting a consulting career with Arthur Andersen he was engaged in strategic management and project management in the aerospace industry.

His focus in an over 20 year long international consulting experience is to implement high effective and practicable management concepts on all company levels like business strategy, innovation and project management, marketing and sales, product management, key account management, organisation. He's is creating and delivering courses in various fields, especially in project management.

Industries: Automotive, chemistry, pharmaceutical, electrical systems, energy production and supply, aerospace, mechanical engineering, robots, medical instruments, software development, telecommunication and more.



7. Seminar Benefits

The >Crossing !

Work more effectively with yourself, the project and line people, motivate directly by empowering and supporting, make conflicts productive, have effective communication procedures.

The LearnWay !

You will attend the seminar by having experienced first success in pre-seminar steps. In the seminar you will learn more valuable views on project-work you ever had and you will start mapping the productive steps. Next to the Project Manager >Crossing Seminar you will turn the findings to practice immediately with highly positive effects to the whole network you are in.

Use it as a High Value Approach to establish superior management processes and results !

Instead of attending common Project Management seminars (which normally use a narrowed mindset), you should follow the >Crossing[®] LearnWay. That ensures that you get an integrated wake-up, relying on numerous proven management techniques, combined in a really innovative way with guaranteed, multi-level results.

Use it as an Add-On Capability !

>Crossing[®] kisses strengths Hello! If you are already well-organised you can use the Project Manager >Crossing Seminar as an indispensable add-on to existing structures and capabilities. In this case the course is the programme to revitalise, streamline and reorient your existing views and processes. You can also fill the gaps and build up additional strengths.

KSV Knowledge Solution Value[™]

The KSV Knowledge Solution Value[™] formula gives a decision help by comparing values produced using Project Management and Project >Crossing. KSV-calculation shows a more than 7 times higher rate for Project >Crossing.

The Project Manager >Crossing Roadmap !

The participants will get the Project Manager >Crossing Roadmap which will be a valuable support for transferring the seminar findings to practice.

The unique Project Manager >Crossing Certificate !

People participating in Project Manager >Crossing Seminars will get a Project Manager >Crossing Certificate, which is outstanding in the world and qualifies you for the cross-thinking way of management.

The Project >Crossing Handbook-CD !

So you can use the Project Manager >Crossing Know How every time and on the road.

Participation in the **Project Manger > Crossing Seminar** will

- make available **best practices** in handling projects and project-related situations according to the project manager role (knowledge transfer),
- strengthen the real **cross-functional, goal driven project idea** and action taking (alignment) in such a way as you put your learning's to practice,
- give **new concentration** on cases most relevant for profitable and successful project work execution (work efficiency and problem solving),
- encourage **to think lateral, act unconventional, brake out and change** (motivation and empowerment),
- make **turning to practice** a major issue (productive switches),
- enable **to measure post-training progress** in a simple way (control),
- give **guarantee for success** (if you wish).

MEMCO Mempel Management Consulting

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