

Management Crossing

First-Rate Moves. To Work the Challenges.™

Seminar Description

Power Project Case >Crossing

Increase benefits from projects substantially. More and better than just Project Management.

Delivery method: scheduled, two-days

Power: Super-concentration of topics and program

Actual dates, venues, fees: at <http://www.productcrossing.com>

Project >Crossing

... it moves beyond Project Management !!!

Goals and Topics

- **Project >Crossing** Create a better base for managing with projects - learn methods which combine project management with up to 25 further management procedures such as leadership, process-optimisation and partnering.
- **Project Cases** Built new concentration on central and decisive project cases. Get integrated, effective and cross-functional case solutions e.g. for realistic project planning, effective project change processes and a continuing project communication.
- **Project >Crossing Drivers** Use five organization levers to achieve desired improvements of project work: first success, best practice exchange, project cases, scorecard measures, productive mode switches.
- **Project >Crossing LearnWay** Revitalise, streamline and reorient your views, overcome personal borderlines and enable yourself for entrepreneurial acting.
- **Project >Crossing Result Levels** Maximize results of your learning investment on up to four levels: 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 Case >Crossing Roadmap**, the **Project Case >Crossing Handbook-CD** and the **Project Case >Crossing Certificate**.

1. Seminar Goals: More and better than just Project Management !

Today projects are characterized by extreme deadlines, high expectations and heavily reduced budgets. To meet these challenges in everyday corporate life, you need more than just project management, you need:

- to establish **entrepreneurial project management** combined with additional **management techniques for project success**, e.g. leadership, risk and conflict management, process optimisation,
- to use **existing strengths** (such as project processes that work well) and **best practices** (such as proven management techniques) more consistently,
- to develop **additional project capabilities** and effective ways which enable project staff and executives **to handle critical project cases** using the best available know-how (such as the meeting of project completion dates, the handling of a project crisis).

Project >Crossing offers skills and methods for project work and multi-projecting going **beyond existing project management procedures**. It has new answers for today's challenges and provides significant added value in managing projects.

Project >Crossing is a **high-quality alternative to classic project management** and leads to advantages like meeting project deadlines, better project results und higher project efficiency. In addition it is a **valuable add-on** for companies and people already practicing project management and looking for further skills.

You can use Project >Crossing for managing **all project types and sizes in all business situations**: industrial, product development, customer projects, technology, systems, software, IT systems, marketing, sales, strategy, cooperation, venture, organisational change, process optimisation.

The **Power Project Case >Crossing Seminar** introduces you to **Project >Crossing** in detail and develops insights, abilities and hands-on concepts for **selected project cases**. Solutions you get will definitely **go beyond Project Management**.

So today you may choose to attend a traditional Project Management seminar - or better the Power Project Case >Crossing Seminar.

Includes: **Project Case >Crossing Roadmap**
 Project Case >Crossing Certificate
 Project Case >Crossing Handbook-CD

2. Seminar Themes: Project Case Solutions

Depending on the demands of the business, the complexity of the project and the given situation, project success is influenced by the art of mastering a limited number of **Project Cases**. You will learn how Project >Crossing works and the course offers you a choice of the most relevant project capabilities to run your project successfully. We will look for **integrated, effective and cross-functional** solutions for these cases:

Project philosophy and project/line matrix

- Gain competence in handling the project/line matrix organisation.
- Know and adjust factors for project success in project, business field and company.
- Make projects visible and use as a marketing instrument.
- Get projects anchored in company.
- Differentiate project/routine processes and processes for different project complexities.

Work and decisions in pre-project phases

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

Partnering

- Support partnering and cooperation processes with suppliers/partners.

Project execution: analysis and planning

- Enforce a professional project start-up and briefing of project staff.
- Perform effective processes for the project planning cycle.
- Apply whole range of project planning tools according to project needs.
- Make realistic project plans: results, timeline, cost, risk, efficiency.
- Incorporate communication planning and stakeholder analysis.
- Allocate and handle budgets and resources.
- Implement work package philosophy and task assignment tools.

- Allow for freezing points and project realization strategies.
- Ensure an efficient risk evaluation process.

Project execution: steering and change

- Implement a forward-looking project monitoring cycle.
- Carry out proper action control and result control.
- Manage the project change process
- Practice proven review and presentation techniques.
- Apply manageable status and forecasting tools.
- Implement a goal-oriented reporting system.

Project realisation, optimisation and acceleration

- Vary processes and methods for large/small, stable/unstable projects.
- Phasing, paralleling and speeding of projects.
- Freezing Points: how to give guarantee project completion dates.

Project organisation

- Set up a motivating and project organisation and integrate it in the company.
- Learn and apply an entrepreneurial project leadership style.
- Define and assign project tasks, roles and competencies for project staff.
- Set up a powerful 2+3=7 high performance team in more complex projects.
- Correct use of the project room.

Communications, cooperation and influence

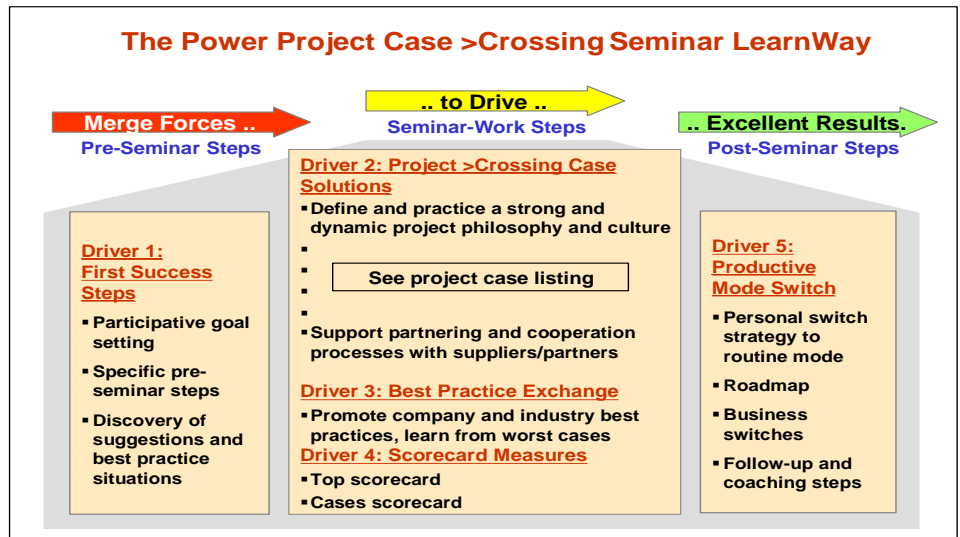
- Create positive project pressure and conflict management levels.
- Establish a suitable policy for meetings.
- Use methods and procedures as tools for project cooperation and communication.

Entrepreneurship

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.

3. The Seminar LearnWay

The **Power Project Case >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 Case >Crossing 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 **Power Project Case >Crossing Seminar LearnWay** produces the highest output and satisfaction from your seminar investment we know.

(*) More **>Crossing Pathways** are: Project >Crossing Audit, 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 more information about the **Project >Crossing Method**.

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

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

6. Faculty

Seminar leader is Dipl.-Ing. **Mr. Guenter Mempel.**

Guenter 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 Power Project Case >Crossing Seminar most findings you **will turn 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 Power Project Case >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 Case >Crossing Roadmap !

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

The unique Project Case >Crossing Certificate !

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

The Project Case >Crossing Handbook-CD !

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



8. Venue, Fee, Registration

Seminar dates, venue and online registration you find at <http://www.projectcrossing.com>. You also can use the form attached to this brochure.

Participation in the **Power Project Case >Crossing Seminar** will

- make available **best practices** in handling projects and project-related situations according to your 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),



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Seminar hours
Day1 09.30 am - 05.00 pm
Day2 09.00 am - 04.30 pm

Seminar Registration for Power Project Case > Crossing

* mandatory Actual seminar fees apply like outlined at <http://www.managementcrossing.com>.

Seminar Date * City *	Please, fill in the date and city you want to attend the seminar, see http://www.projectcrossing.com or http://www.managementcrossing.com .
Title *	<input type="checkbox"/> Miss <input type="checkbox"/> Mrs. <input type="checkbox"/> Ms. <input type="checkbox"/> Mr. <input type="checkbox"/> Dr.	
First Names *		
Name *		
Position/Title *		
Company *		
Street/Box *		
Zipcode *		
City *		
Country *		
Telephone *		
Email *		
Further Information:		
Please confirm to have read and accepted the General Seminar Terms (see next page)		

You will receive an email confirmation right after we got the form.

Date:

Signature:

Place:

Allgemeine Seminarbedingungen (für Seminare in Deutschland)

Rechnung, Rücktritt, Erstattung, Änderung:

Nach der Anmeldebestätigung erhalten Sie die Rechnung, die vor Beginn des Seminars zu begleichen ist. Bei Abmeldungen bis 7 Tage vor Seminarbeginn berechnen wir eine Gebühr von EUR 148. Danach wird die volle Teilnehmergebühr fällig. Eine Vertretung des angemeldeten Teilnehmers ist jederzeit möglich. Der Veranstalter kann das Seminar aus wichtigem Grund - insbesondere bei Erkrankung der Referenten- gegen Benennung eines Ersatztermins oder unter voller Erstattung bereits gezahlter Gebühren absagen. Es erfolgt eine sofortige Benachrichtigung. Die Haftung beschränkt sich ausschließlich auf die gezahlte Seminargebühr. Inhaltliche Seminar-Änderungen unter Wahrung des Gesamtcharakters bleiben vorbehalten. Ortsänderungen aus organisatorischen Gründen werden spätestens 7 Tage vor dem Seminar mitgeteilt.

Rimbach 20. September