

## Journeyman Leadership and Interpersonal Skills

Workshop Course U163 • 3 DAYS



### You Will Learn How To:

- Adapt contemporary leadership models to the needs of your agency and program
- Affect beneficial change to your program by applying the transformational leadership model
- Align government programs to agency goals with strategic thinking, creativity and entrepreneurship



### Active Learning Workshop:

- Identifying issues with a management-only approach
- Prioritizing projects
- Proposing the Integrated Program Teams (IPTs)
- Exercising Game Theory and Negotiation (The Prisoner's Dilemma)
- Leading a Negotiation

**About This Course:** An Integrated Master Plan is key to successfully managing large-scale government projects. Through a complex case study in this course, you gain the skills to coordinate the development of, oversee, evaluate and critique a systems engineering approach, Integrated Master Plan and Integrated Master Schedule.

### Course Content ► Workshop Course U163 • 3 DAYS

#### Introducing the FAC-P/PM Program

- Clarifying the FAC-P/PM initiative
- Describing acquisition reforms
- Establishing a culture of accountability
- Identifying program and career imperatives

#### Becoming a Transformational Leader to Affect Change

##### Applying governmental leadership in context

- Providing a vision
- Comparing management and leadership
- Addressing external drivers
- Leveraging team dynamics
- Projecting and communicating your values
- Navigating through the political landscape

##### Applying a successful change process to your programs

- Implementing the change process steps
- Changing individuals through effective transformational leadership

#### Aligning Your Programs to Organizational/Agency Goals

##### Applying project portfolio management techniques

- Incorporating strategic thinking into project prioritization
- Encouraging entrepreneurship
- Addressing risk
- Engaging stakeholders

##### Creating organizational objectives

- Reviewing government agency goals
- Developing goals

##### The importance of financial tools

- The pros and cons of return on investment
- Exploring net present value
- Dissecting future cash flows

#### Achieving Success through Organizational Teamwork

##### Leading high-performing teams

- Establishing urgency
- Communicating a clear vision and strategy
- Turning strategy into action
- Communicating short-term wins across the organization
- Consolidating documents
- Working within your organization's culture

##### Improving organizations and teams

- Analyzing organizational frameworks
- Establishing Integrated Product Development Teams (IPDT)

##### Developing the acquisition workforce

- Coaching for desired performance
- Evaluating employees through the appraisal process

#### Influencing Stakeholders

##### Increasing project support

- Determining desired outcomes
- Applying influence techniques

##### The power of influencing strategies

- Applying active listening and logic
- Relying on personal appeal
- Leveraging assertiveness and bargaining

#### Negotiating for Results

##### Applying the Negotiating Framework

- Determining interests vs. positions
- Comparing relationships and desired outcomes

##### Applying game theory

- Analyzing "The prisoners dilemma" and "Playing Chicken"
- Establishing a culture of fairness

##### Determining the Best Alternative to a Negotiated Agreement (BATNA)

- Applying BATNA
- Defining the zone of possible agreement

##### Leading Negotiations

- Negotiating claims
- The Truth in Negotiation Act

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— D. Lamarche, Manager,  
Thin Client Services”



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