

MASTERING PROJECTS MANAGEMENT, LEADERSHIP, AND INFLUENCING STAKEHOLDERS



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TRAINING CENTER



Introduction

Mastering Projects Management, Leadership, and Influencing Stakeholders Training Course brings together the three capabilities that decide whether a project succeeds: disciplined delivery, credible leadership, and stakeholder influence. Projects rarely fail on technical grounds alone; they fail when sponsors lose confidence, stakeholders resist, or teams drift without direction. This program addresses all three. It covers the project lifecycle, planning and control, project team leadership, and structured stakeholder engagement. As a result, participants learn to plan realistically, lead teams through pressure, and win support without formal authority. Furthermore, the course covers risk, governance, and benefits realization.

Mastering Projects Management, Leadership, and Influencing Stakeholders Course Objectives

- Apply project lifecycle phases and the project management plan.
- Build work breakdown structures and activity schedules.
- Estimate cost, duration, and resource requirements reliably.
- Control scope through requirements traceability and change control.
- Apply earned value management with CPI and SPI indicators.
- Build and manage a project risk register with mitigation plans.
- Lead project teams using the situational leadership model.
- Apply the RACI matrix to clarify roles across the project.
- Influence stakeholders with the power-interest grid and persuasion principles.
- Track benefits realization against the business case.

Course Methodology

- Facilitated sessions built around live project scenarios.

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- Planning, scheduling, and control workshops.
- Role-play of sponsor briefings and stakeholder alignment meetings.
- Group exercises in risk registers and dependency mapping.
- Case studies from technology, construction, and transformation projects.
- Simulation of a project board and steering committee meeting.
- Peer review, reflection, and a personal project leadership plan.

Who Should Take This Course

- Project and program managers at all levels.
- Team leaders with project responsibility.
- PMO analysts, planners, and schedulers.
- Engineering and technical project leads.
- IT and digital delivery managers.
- Functional managers sponsoring projects.
- Consultants supporting project delivery.

Mastering Projects Management, Leadership, and Influencing Stakeholders Course Outlines

Day 1: Project Foundations and the Delivery Lifecycle

- Defining projects, programs, and portfolios.
- The project lifecycle: initiation, planning, execution, closure.
- Project charters, objectives, and success criteria.
- Stakeholder identification at project start.
- Governance structures and decision rights.



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- Common causes of project failure.
- Case study: a project that recovered from early drift.

Day 2: Planning, Scope, and Control

- Work breakdown structures and activity sequencing.
- Schedule development, critical path, and float.
- Cost estimation and budget baselines.
- Scope definition and requirements traceability.
- Change control and configuration management.
- Earned value management: CPI, SPI, and forecasts.
- Workshop: building a project plan with milestones.

Day 3: Risk, Resources, and Project Governance

- Risk management process and the risk register.
- Qualitative risk assessment and mitigation planning.
- Dependency mapping across workstreams.
- Resource planning, allocation, and levelling.
- Supplier and contract management basics.
- Progress reporting for sponsors and boards.
- Workshop: running a project risk review.

Day 4: Leading the Project Team

- Situational leadership applied to project teams.
- Building trust with temporary and matrix teams.
- Delegation and ownership using the RACI matrix.



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- Motivating specialists and cross-functional contributors.
- Managing conflict with the Thomas-Kilmann model.
- Coaching team members with the GROW model.
- Role-play: a project team performance conversation.

Day 5: Influencing Stakeholders and Realizing Benefits

- Stakeholder mapping with the power-interest grid.
- Persuasion principles and evidence-based advocacy.
- The Pyramid Principle for sponsor communication.
- Negotiating resources, scope, and timelines.
- Managing difficult stakeholders and resistance.
- Benefits realization tracking against the business case.
- Capstone: presenting a project delivery and influence plan.

Conclusion

By successfully completing Mastering Projects Management, Leadership, and Influencing Stakeholders Training Course, participants will have acquired the knowledge to plan and control projects with proven methods, manage risk and governance, lead project teams under pressure, influence sponsors and stakeholders credibly, and track benefits realization to closure. They will also understand how leadership and influence determine whether a well-planned project actually delivers. Gentex Training Center delivers this program through applied workshops and expert facilitation, helping project leaders deliver with confidence.





FAQs for the Mastering Projects Management, Leadership, and Influencing Stakeholders course

Q1 What is the "Mastering Projects Management, Leadership, and Influencing Stakeholders" course about?

It is a training program that combines project delivery discipline with leadership and stakeholder influence. It covers the project lifecycle, planning and control, risk and governance, team leadership, stakeholder engagement, and benefits realization.

Q2 What are the key benefits of the "Mastering Projects Management, Leadership, and Influencing Stakeholders" course?

Participants gain more realistic plans, stronger sponsor confidence, and better handling of resistant stakeholders. Organizations benefit from fewer overruns, clearer accountability, faster escalation of problems, and projects that deliver the benefits they promised.

Q3 What skills will I gain from the "Mastering Projects Management, Leadership, and Influencing Stakeholders" course?

Participants build project planning, scheduling, and cost control, scope and change management with earned value tracking, project team leadership and delegation, and stakeholder influence, negotiation, and benefits realization.



Q4 What tools, methods, or standards are covered in the "Mastering Projects Management, Leadership, and Influencing Stakeholders" course?

The course covers the project lifecycle model, project charters, work breakdown structures, critical path analysis, cost baselines, requirements traceability, change control, earned value management with CPI and SPI, risk registers, dependency mapping, the RACI matrix, the situational leadership model, the Thomas-Kilmann conflict model, the GROW coaching model, the power-interest stakeholder grid, persuasion principles, the Pyramid Principle, and benefits realization tracking.

Q5 How is the "Mastering Projects Management, Leadership, and Influencing Stakeholders" course applied in real-world practice?

Learners apply it by building a project plan with milestones and baselines, controlling scope through formal change requests, reviewing the risk register with the sponsor, delegating with clear ownership, presenting progress to the board, and tracking benefits after handover.