

Project Leadership in Action

Course code: PM-020



SPARK TRAINING

Professional training courses for leaders, specialists, and organizations seeking practical capability development.

info@sparktraining.eu

+31 85 115 0004 | sparktraining.eu

— Workshop Overview

Are you looking to cultivate a personal leadership style that enhances your effectiveness in every action and decision while leading your projects? This Project Leadership in Action training course is designed for you. It focuses on refining your ability to leverage personal skills to influence and persuade others, ensuring timely completion of work. The Project Leadership in Action training course will help you master negotiation techniques in customer and supplier relationships, even with individuals over whom you might not have direct control. You will explore key topics such as project politics, leadership skills, influencing strategies, negotiation tactics, and conflict resolution techniques, all tailored to enhance your project management capabilities.

Why Attend

This course uses instructor-led sessions, guided discussion, and practical exercises built around Day One: The Project Environment and Organisational Politics, Day Two: Project Leadership, Day Three: The Use of Power and Influence in Project Leadership, and day four: negotiating win-win agreements.

Who Should Attend

Project managers
Team leaders
Workstream leaders
Project sponsors / Owners

— Learning Objectives

- Appraise your project leadership skills
- Apply a range of concepts to utilize power and to influence others
- Manage corporate politics at the project level as well as the senior management level
- Apply principles, guidelines and common methods of negotiation on projects
- Apply leadership techniques to enhance the performance of project teams

Course Outline

DAY
1

Day One: The Project Environment and Organisational Politics

- The nature and challenges of the project environment
- Organisational politics and its impact on projects
- How to promote a project-focused culture
- Identifying and analyzing project stakeholders
- The Need in a project environment for result-based leadership

DAY
2

Day Two: Project Leadership

- Characteristics of an effective project leader
- Project leadership styles and style flexibility
- Applying leadership styles to individual performance management
- Applying leadership styles to team development
- Key project leadership skills: Communication and coaching

DAY
3

Day Three: The Use of Power and Influence in Project Leadership

- How power and influence can create excellence in project leadership
- Identifying and categorizing stakeholders in terms of attitude and power / influence
- Sources of power for the project manager
- Applying power and influence to project teams
- Delegation and empowerment

DAY
4

Day Four: Negotiating Win-win Agreements

- The need for negotiation on projects
- The importance of win-win negotiations
- The project leader as negotiator
- Preparing & Conducting negotiations
- Identifying and managing conflict

DAY
5

Day Five: Project Leadership Development

- Establishing your own leadership style preferences
- Devising a political strategy
- Creating a positive project culture
- Devising a project communication plan

- Establishing negotiation requirements for your project

— Upcoming Classroom Dates

DATE	LOCATION	FEE
5 - 9 October 2026	Vienna - Austria	€2,125
16 - 20 November 2026	Barcelona - Spain	€1,925
7 - 11 December 2026	Paris - France	€2,250
11 - 15 January 2027	Munich - Germany	€2,125
8 - 12 February 2027	Amsterdam - Netherlands	€2,125
8 - 12 March 2027	London - United Kingdom	€2,100
12 - 16 April 2027	Istanbul - Türkiye	€1,425
10 - 14 May 2027	Cape Town - South Africa	€2,125

— Certificate and Registration

Participants who attend and complete the full programme receive a SPARK Training Certificate of Completion. For registration, in-house delivery, or availability questions, contact info@sparktraining.eu or +31 85 115 0004.