



PM in Practice | Powerful Relationships

PROJECT MANAGEMENT WEBINAR





Things to know...

- All participants will be on mute
- Questions are welcome
- Use the question box to ask questions
- PM training is valid for 1 PDU
- Must be in attendance for full session
- PDU certificate sent by the end of the day
- Recording and slides sent by tomorrow

Moderator

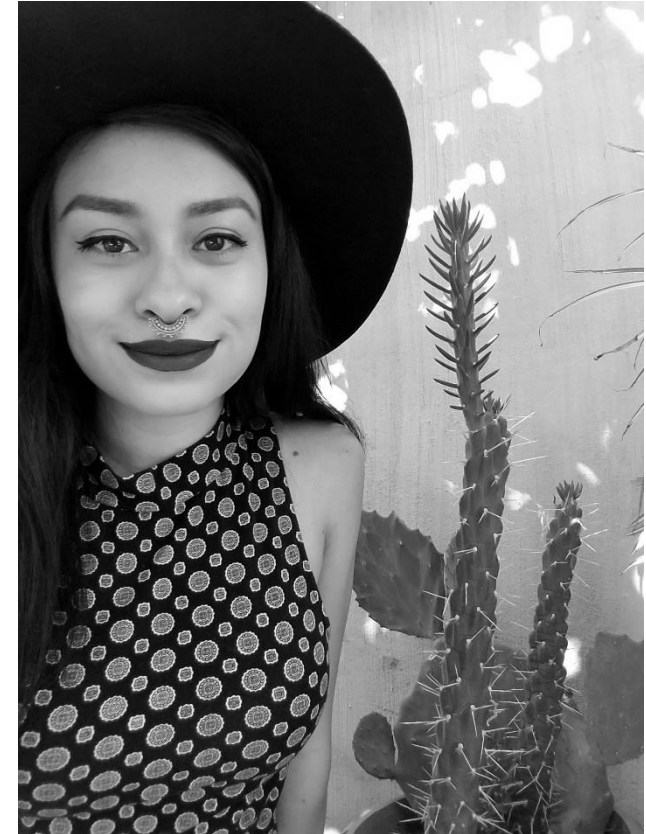
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Host

Diane Buckley

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Presenter

Brenda Williams

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Coach, Professional Speaker



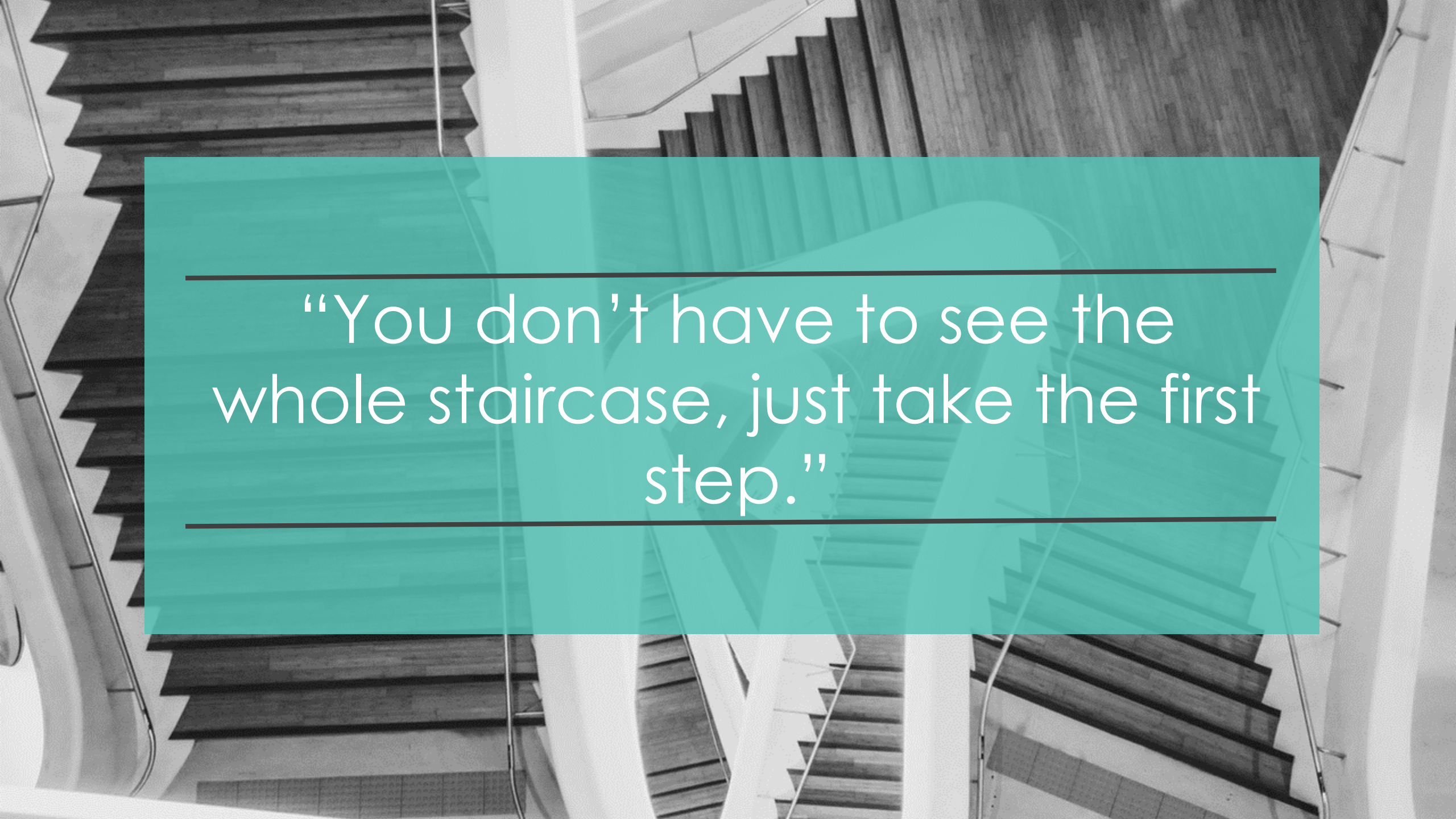
Powerful Relationships



At the end of this webinar...

You will be able to:

- Have more effective conversations
- Connect at a deeper level
- Build trusting relationships
- Gain more commitment



“You don’t have to see the
whole staircase, just take the first
step.”

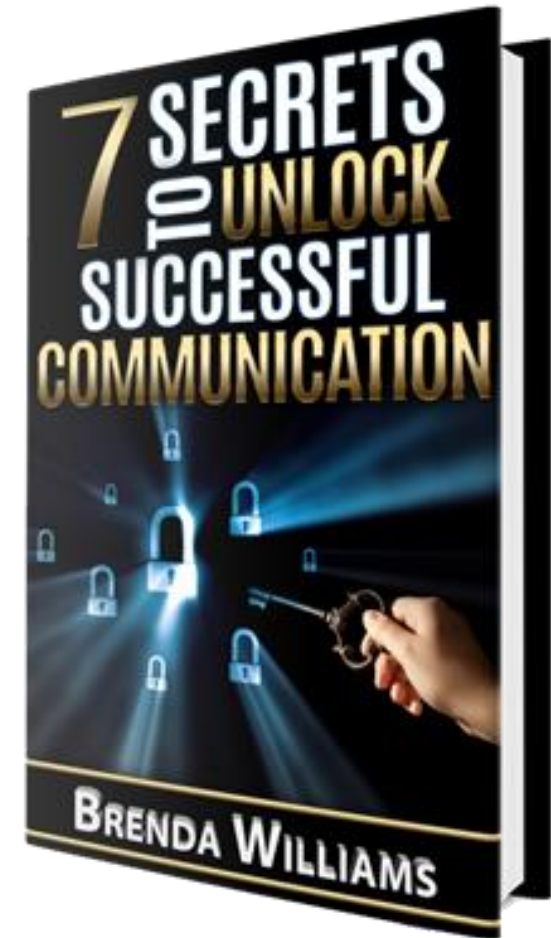
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Emotional Intelligence Test

“The rules for work are changing. We’re being judged by a new yardstick: Not just by how smart we are, but by how we handle ourselves and each other.”

- Daniel Goleman

David's Story

Before

- Ready to Quit Job
- Teammates = Knuckleheads
- Obstacles & Problems
- Challenges
- Judgement
- Control
- Resistance
- Taking it Personally
- Not Listening
- Stress & Anxiety

After

- Change Agent
- Inspirational Leader
- Deeper Relationships
- Positive Energy
- Options & Solutions
- Understanding
- Accepting
- Appreciative
- Supportive
- Joy & Peace

A black and white photograph of a group of people in a meeting. A woman on the left is looking towards the center. A man in the center is smiling. A woman on the right is looking down. They are all dressed in business casual attire. A teal semi-transparent rectangle is overlaid on the image, containing text.

Personal & Professional Relationships

Think about a relationship that you would like to repair, make better or just begin.
What's been standing in your way?

A black and white photograph of a diverse group of people standing together, showing their torsos and legs. They are wearing various styles of clothing, including patterned shirts, plaid shirts, and a white t-shirt. The image is overlaid with a semi-transparent teal rectangle in the center. Inside this rectangle, the text "Accept and respect. We are all different." is written in white, sans-serif font. Two horizontal white lines are positioned above and below the text, framing it.

Accept and respect.
We are all different."

Law #1

You build strong relationships through great conversation
not... one person showing the other person how much they
know.



5 Strategies To Great Conversation

- ✓ Give and take
- ✓ Active listening
- ✓ Passion/emotion
- ✓ Empathize
- ✓ Mirror

Law #2

Be unafraid to ask.

I tend to find it difficult to initiate a conversation. Any pointers on how to start a conversation with:

- Someone sitting near you?
- An executive you would like to get to know?
- A person that I need to be supportive of my project?

5 Strategies To Connect With People

- ✓ Make a list
- ✓ Why willing
- ✓ Get Creative
- ✓ Acknowledge
- ✓ Persistence

INTERN



Law #3

Follow the person not the position.

How can I get my team to buy in more to my project and help me to achieve the overall objectives?

Too often I see team members that just don't appear to care.

5 Strategies To Build Trust & History

- ✓ Make a list
- ✓ Ascertain goals
- ✓ Add value
- ✓ Stay in touch
- ✓ SMART goals

Law #4

The greatest gift is to believe in someone.

How do you know when someone is being authentic or not?

When someone on my project is obviously not being authentic, what should I do as the project manager?

5 Strategies To Believe In Someone

- ✓ Encouragement
- ✓ Support
- ✓ Express often
- ✓ Mentor
- ✓ Don't stop

Law #5

Know the other persons agenda and help them accomplish it.

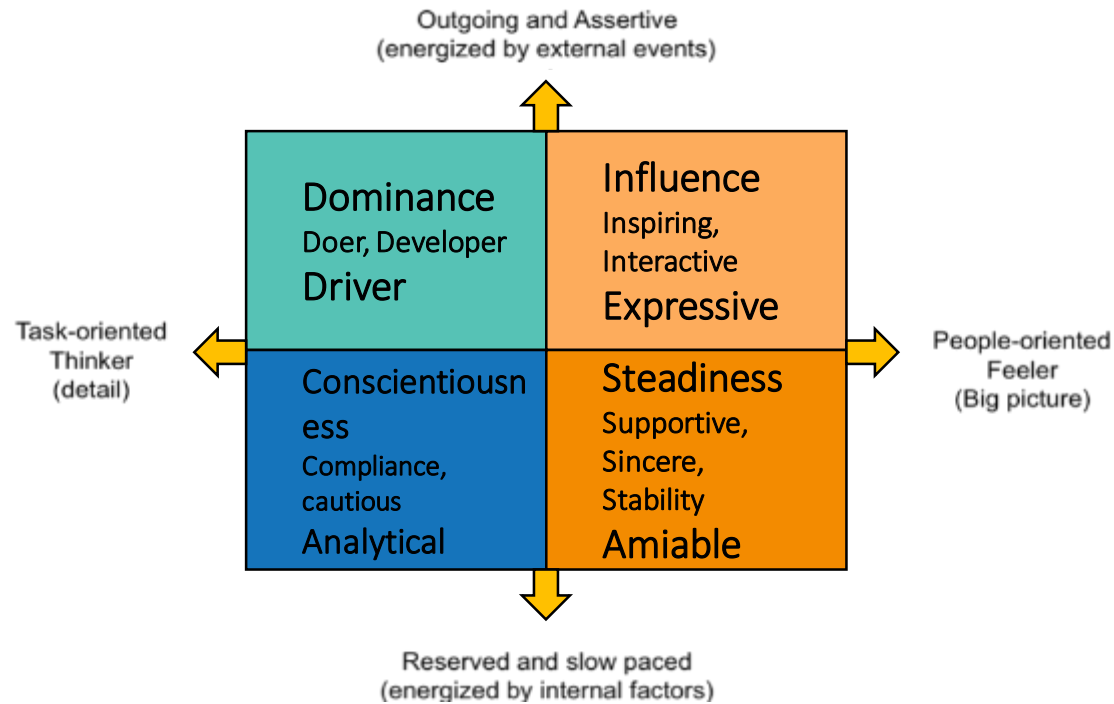
Many of you stated that Clients were the most difficult relationships to build.

In the last webinar, we learned about behavioral styles.

Can you give us some pointers on what might be most important to those that fall into each style?

1. Dominance
2. Steadiness
3. Influence
4. Conscientious

Behavioral Styles



5 Strategies To Know Their Agenda

- ✓ Personal agenda
- ✓ Work agenda
- ✓ Priorities
- ✓ Goals
- ✓ Needs

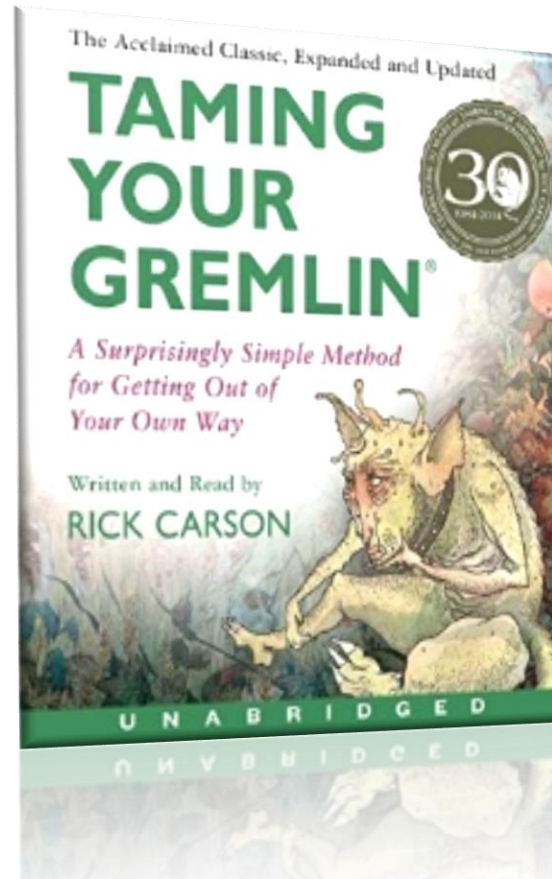
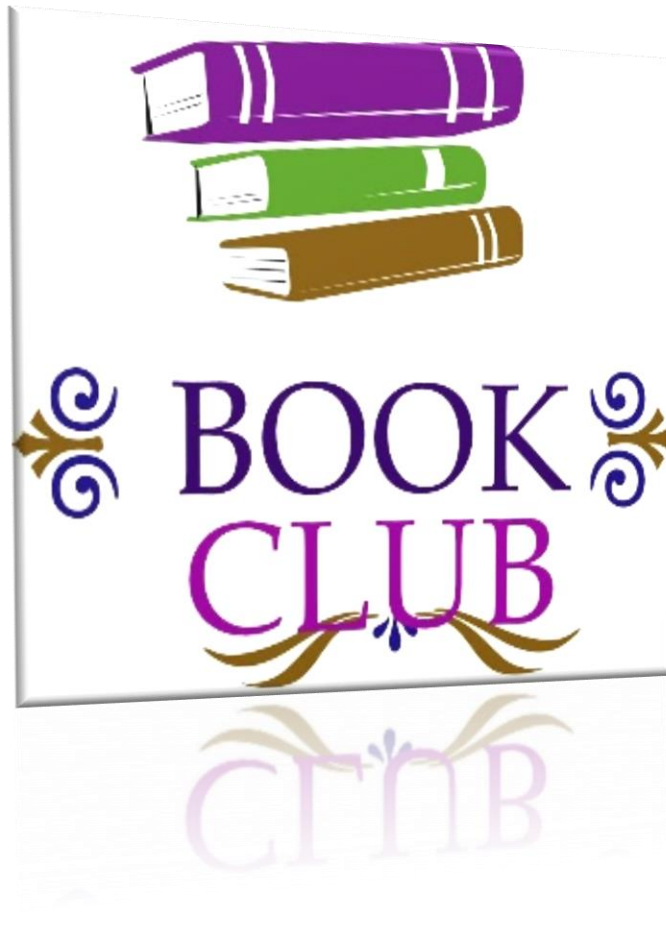
WHAT'S YOUR ACTION PLAN?

How are you going to improve your ability to build powerful relationships?



**ACTION
PLAN**

What Self Awareness Looks Like?



Date TBD
6:30 PST Time

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See you next time!