

WORKSHOP FOR PROJECT SPONSORS (ER-WPS)

**Duration: Customized
(0,5 – 1 day, 4 – 8 hours, 4 – 8 PDUs)
ILT or VCT**

AFTER THE WORKSHOP YOU WILL

- ❖ Better know how the Project Sponsor can contribute to an overall profitable project portfolio
- ❖ Better understand what the Project Sponsor, and the Core 3 team, need to do to achieve good project performance.
- ❖ Better understand how to make use of the Sponsor's key "tools" – the Tollgate model, The Financial KPIs and the Project Steering Group.

TRAINING METHODS

The workshop can be conducted in many ways; with a duration of 4-8 hours, divided into 2-4 hour modules.

The workshop contains theory, exercises, debates and case studies.

A workshop with people with different roles in their daily work can be an advantage.

Optional: Combine with the book GPM 3.0 Project or Enterprise Edition

TARGET GROUP

- ❖ Project Sponsors
- ❖ Directors, Account Managers
- ❖ Core 3 Team members (ACR, CSR, CFR)
- ❖ Line managers and PMO Managers
- ❖ Project portfolio managers
- ❖ Program managers – Senior Project Managers

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As a Project Sponsor (a Manager with business responsibility), you can start projects to develop new products, carry out customer orders and carry out changes in your own or the customer's organization.

In this workshop, you will learn how to better act as a Project Sponsor with Business Acumen to guarantee successful Projects – Projects fulfilling the goals like for example more satisfied customers, better margins, better cash-flow, less working capital, less WIP and more add-on sales.

The workshop has been customized to Ericsson.

SUBJECTS

- ❖ The Project Sponsor Role – Responsibility, authority and how to interact with the project
- ❖ The Core 3 Team
- ❖ Business Acumen
- ❖ Managing and evaluation of business risks and opportunities.
- ❖ Governance and the Steering Group
- ❖ Project Portfolio Management
- ❖ Program Management
- ❖ Ericsson Business Process – SDP, Product and Tollgate decisions
- ❖ The importance of a good Assignment Specification (Project Charter)
- ❖ Project Scope Management
- ❖ Project Financial Management
- ❖ Terminating projects

PREREQUISITES

Recommended:

- ❖ Basic Project Management knowledge, and preferably at least some XLPM (PROPS-C) knowledge
- ❖ Experience as Project Sponsor, Steering Group member, Director, Line Manager, Project Manager or Core 3 member.