

## Outline:

Keeping executives and senior management satisfied whilst delivering projects on time and on budget is difficult enough when the project team all sit in the same office and share the same language and culture. When they are spread out across different countries or involve teams in different companies (such as during mergers and acquisitions) traditional project management methodologies simply do not work: Statistics show that over half of international projects either fail to be completed or do not deliver the results that were promised.

This two-day workshop provides teams with the tools, language and confidence they need to deliver international projects with the same rate of success as you expect of traditional projects, by demonstrating proven PM techniques, applying them to case studies and reviewing lessons learned from your past experience.

## The Challenge:

Traditional project management methods are suited to a single project in one location – after all, that is the environment in which traditional project management methods were conceived.

International and M&A (Merger & Acquisition) projects are more complex in every dimension. They typically involve more locations and jurisdictions, increased risk and complexity, involve more organisations, cultures and languages, and have much higher potential benefits and costs. As a result the stakes are higher, and executive attention more focused on delivering the promised benefits. This increased focus means that the opportunities for project teams and managers to learn on the job are significantly reduced.

How can you mitigate these risks?

## A Two-Day Workshop Focused On International Projects

Delivering international projects with greater consistency and success involves understanding a number of factors, and applying tools and methodologies that specifically address the challenges that international and M&A projects introduce.

International projects are more complex in every dimension. Project managers lack direct control over the activities of staff in remote locations, regardless of senior management support. Different cultures and time zones make communication difficult, whilst making assumptions invalid across geographical boundaries. This increased complexity, along with a range of other factors that contribute to international project failure are specifically addressed throughout the workshop, ensuring that your team leaves much better able to identify, address and resolve issues that threaten to derail your project before they become significant problems.

## What Will Be Gained From The Workshop

The specific benefits that will be delivered include:

- International project understanding: be prepared to address the complexity and specific factors that impact international and M&A projects.
- Issues management: be more proactive in

identifying and addressing problems, issues and opportunities.

- More effective communication: we provide a range of ways in which you can improve your cross-border and organisational communication.
- Risk reduction: we help attendees to reduce risks by passing on specific lessons learned from other international and M&A projects.
- Understanding of political and cultural factors: become aware of the different cultural and political factors that impact international and M&A projects, and use a range of methods to address them early in the project. Increase awareness of stakeholder needs across locations, thus overcoming barriers that might otherwise have been attributed to ignorance, unwillingness to contribute, lack of skills or technical problems.
- Easy to use tools: come away with a range of tools, methods and frameworks that can be immediately applied to help the delivery of your project. All of the language is easily accessible, making it more accessible for non-native English speakers.

## Why iProCon Human Capital Management?

iProCon HCM is ideally placed to help your organisation improve its international project delivery capabilities. The organisation combines a deep understanding of organisational culture with the capabilities and experience gleaned from delivering challenging IT, change and M&A projects across Australasia, Europe, Africa and both North and South America. The workshop, delivered by a senior member of the iProCon HCM team who is a certified Project Management Professional (awarded by the Project Management Institute, [www.pmi.org](http://www.pmi.org)), can easily be adapted to your organisation's bespoke situation and your team's PM experience. We recommend that the workshop be conducted in English to give non-native speakers an opportunity to discuss project situations in the likely project language in a risk free learning environment. German language can also be used if required.

For further details please email [contact@iproconhcm.co.uk](mailto:contact@iproconhcm.co.uk) or call Kieren Beltrame on +44 (0)845 003 9237.