



Project Leadership in Action: Power, Influence, Politics, and Negotiations Conference

28 December 2026 – 1 January 2027
Milan (Italy)





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Introduction:

Leadership in project management represents a journey of discovery, commencing with the revelation of your core strengths and extending to the cultivation and nurturing of an ideal leadership identity. This thereby escalates the success of your projects. This project leadership influence, politics, and negotiation skills conference aims to solidify your leadership identity, enabling it to weather all your decision-making and actions in your various projects.

This project leadership influence, politics, and negotiation skills conference addresses the critical need for interpersonal acumen in project management. It imparts valuable insights into using personal skills to sway others effectively, even beyond direct authority. It explores the essential skills and methodologies for poised and assertive influence, an indispensable aspect of project leadership.

The project leadership influence, politics, and negotiation skills event delves into the myriad aspects of leadership, from traits and behaviors to styles. It also touches upon interpersonal dynamics, motivation, team synergy, trust, and personnel empowerment. Through a seamless integration of concepts, we aim to amplify the prospects of your projects' triumph while ensuring your integrity remains intact.

The project leadership influence, politics, and negotiation skills conference's core is the art of negotiation, highlighting strategies for obtaining project necessities. Attendees will learn the nuances of influence tactics, leveraging personal power, and navigating organizational politics during various negotiating stages of a project.

What is Project Leadership?

Project leadership is about guiding a team towards achieving the shared goals of a project. It involves setting the vision, motivating team members, and steering the project through challenges to successful completion. This project leadership influence, politics, and negotiation skills conference provides project leadership training that helps you understand and grow these skills.

Political Leadership and Influence Training:

This project leadership, influence, politics, and negotiation skills training conference focuses exclusively on leadership and influence training. A leadership and influence workshop can be a transformative experience in which project managers and team leaders acquire the tools to significantly impact project outcomes through effective communication, team motivation, and strategic influence.

Political leadership in a project context is not about partisan strategies but the ability to understand and maneuver through the complex dynamics of organizational influence. This project leadership influence, politics, and negotiation skills conference introduce a focused segment on political leadership training to enhance your ability to engage with stakeholders and navigate the political landscape of project management.

Targeted Groups:

- Project Managers.
- Team Leaders.
- Project Technical Leads.
- Workstream Leaders.
- Project Sponsors/Owners.

Conference Objectives:

Participants in this project leadership influence, politics, and negotiation skills conference will gain the ability to:

- Learn practical techniques to amplify their project leadership skills.
- Employ diverse concepts to strengthen their power and influence over others.
- Tactically manage corporate politics at both project and senior management levels.
- Master various power forms and strategize to augment their overall project influence.
- Discern negotiation principles, guidelines, and frequent methods in projects.
- Craft negotiation strategies centered on interests and mutual goals rather than staunch positions.
- Forge and project a robust leadership identity that is distinct and dynamic.
- Foster the continuous development of their distinct leadership identity.
- Acquire shrewd political insight while upholding their moral and ethical standards.
- Comprehend the skills and competencies essential for persuasively influencing and negotiating project requirements.
- Enhance their skill sets in acquiring and wielding influence in a positive light.
- Boost their confidence levels when negotiating with project stakeholders.
- Guard against the perils of internal organizational politics.

Targeted Competencies:

Target competencies in this project leadership influence, politics, and negotiation skills workshop will gain the ability to:

- Leadership and strategic project guidance.
- Analytical assessment of situations.
- Problem-solving capabilities.
- Understanding and fulfilling motivational needs.
- Client-focused approach.
- Leading projects.
- Controlling projects.
- Advanced cognitive skills.

Effective Leadership: A Hallmark of Successful Projects:

Effective leadership in project management is not merely a role but a broad set of actions that inspire teams to deliver their best. This project leadership influence, politics, and negotiation skills conference provides project management leadership training, enabling you to become the leader who drives the project forward and creates a positive and resilient team culture.

Conference Content:

Unit 1: The Nature of Project Environment and Organizational Politics:

- Exploring the Trials Faced within the Project Environment.
- Understanding Politics as an Intrinsic Aspect of Project Management.
- Delving into the Political Artistry in Project Management.
- The impact of Organizational Politics across the Project Lifecycle.
- The Influence of Organizational Culture on Project Management.
- The Importance of Self-Awareness amidst Project Politics.
- The Role and Impact of Project Stakeholders.
- The Contributing Elements to Organizational and Project Politics.
- Political Behaviors Expected from Project Team Members.
- Developing Political Skills Requisite for Project Team Members.
- The imperative need for Result-Oriented Leadership in Projects.

Unit 2: Project Leadership:

- Traits typifying Effective Project Leadership.
- Attitudes Conducive to Project Leadership.
- The foundational building blocks of Project Leadership.
- Diverse Project Leadership Styles.
- The Role of Personality and Self-Awareness in Project Leadership.
- Comparing the Concepts of IQ vs. EQ in Project Leadership.
- Facilitating Project Team Leadership through Communication and Coaching.
- Understand The Behaviors That Mold Exceptional Project Leaders.
- The practical application of Project Leaders in Action.

Unit 3: The Use of Power and Influence in Project Leadership:

- Cultivating Excellence in Project Leadership through Power and Leadership.
- The undeniable necessity of power within the realm of Projects.
- The originating sources of power in projects.
- Discussing Project Leadership and the Dynamics of Powerful vs. Powerless Communicative Styles.
- The art of building Personal Project Leadership Power.
- Empowerment Models and Their Applicable Practices.
- Employing Influence Tactics for Project Leaders.
- Examining keys to fruitful Influence in Project Leadership.
- Identifying the Attitudes and Behaviors of Project Stakeholders.
- Developing credible Dimensions within Projects.
- Fundamentals of Building Trust in Project Leadership.
- Establishing the requisite Communication/Trust/Agreement relationship in Project Leadership.

Unit 4: Negotiation for Maximizing Project Results:

- The prevalent need for Negotiation within Projects.
- The pivotal role of the Project Leader as a Negotiator.
- Formulating preparations for Project-specific Negotiations.
- The Significance of Active Listening and Negotiation with Project Stakeholders.
- The Interplay of Emotions and Conflict in Project Negotiations.
- Adhering to principle-based Strategies in Project Negotiations.
- Identification of Common Negotiation Pitfalls.
- The requisite Negotiation Tactics for Success as a Project Leader.
- Utilizing Persuasion and Delegation for Project Achievement.

Unit 5: Project Leadership Development:

- The Necessity for Self-Awareness and Self-Discipline in Project Leaders.
- Learning and Mentoring for Enhancing Project Leadership.
- Navigating Leadership Transitions within a Project Environment.
- Crafting Political Strategy for Engaged Project Team Members.
- Fostering a Positive Project Culture.
- Effectively Dealing with Project Stakeholders within Multi-relationship Management.
- Being the Whole Project Leader Package.



Conclusion:

Leadership influence is at the heart of this conference. This project leadership influence, politics, and negotiation skills training will guide participants through the subtleties of wielding influence responsibly, building networks, and positioning themselves as leaders in project management.

Attendees at this project leadership influence, politics, and negotiation skills workshop will better understand aligning project goals with stakeholder expectations through influential leadership.