

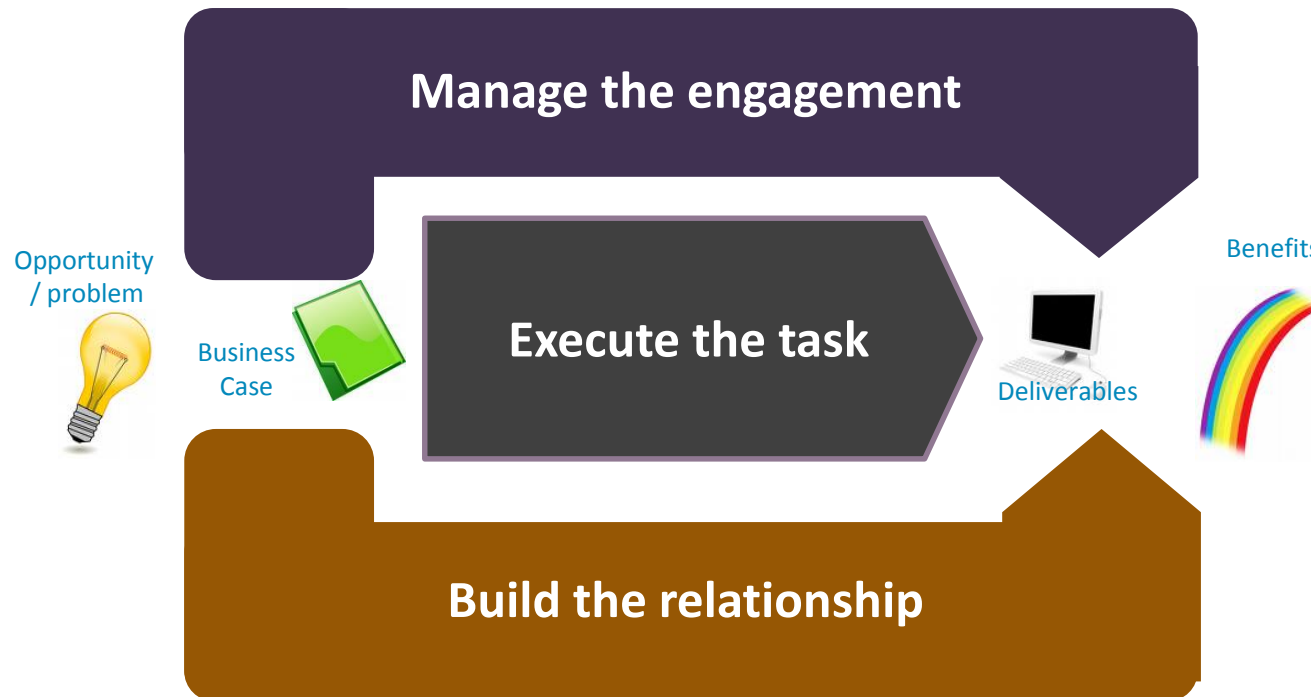
# The Sponsor and the Project Manager

Strength through unity, one conversation at a time

# Getting Stakeholders to want our services



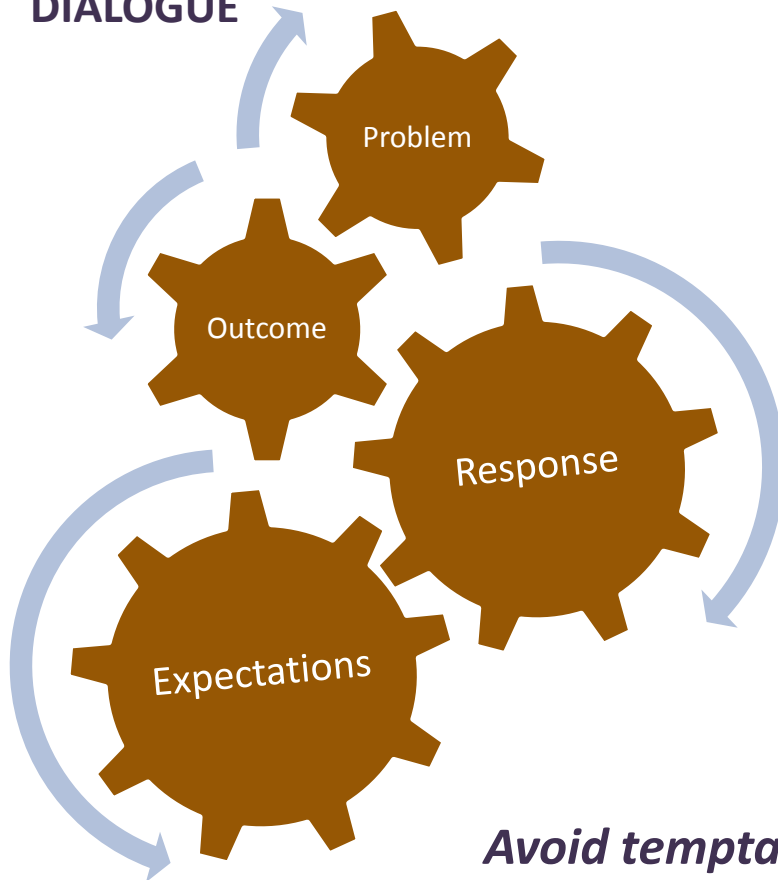
# Being a professional service provider



Deliver the project/service, while attending to all three levels

## Two equal professionals – exchanging expectations

### ENGAGEMENT DIALOGUE



- Define the (Client) assignment
  - Understand problem
  - Define outcomes
  - Agree response
  - Exchange expectations



**50/50**

*Avoid temptation to debate just the solution & time scale*

# The Project Manager

Get the sponsor you deserve

## As PM I need you to:

- **Cut the wheat from the chaff** (Sieve out for me those things I need to address)
- **Spell it out for me** (Bring facts and clarify my choices)
- **Bat on the front foot** (Give me proposals or options, with consequences)
- **Cabinet Responsibility** (Uphold and support my decisions)
- **Meet me half-way** (Work with me on the sponsor jobs)
- **Be my eyes and ears** (keep me informed with progress and issues)
- **Make it quick** (Respect my time constraints)
- **Don't hide** (Be open with the truth)
- **Step up** (Own as much as you can, ask for help on the rest)
- **Deliver** (It's why I appointed you)

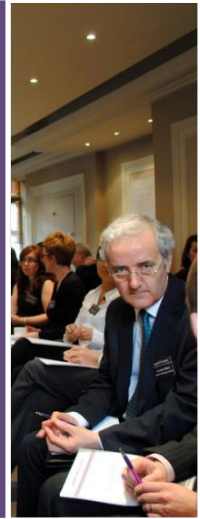
**Respect my accountability, be my equal partner**





# people deliver projects

engagement enjoyment learning



# people deliver projects



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# people deliver projects



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# 'The sponsor and the project manager'

**FREE** 'Short-Day' Seminar



**'HALF - WAY'**

**20<sup>th</sup> November – London Victoria**

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