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EXPERIENCE X-MOMENTS.

NEXT LEVEL CONSULTING SOUTH AFRICA

**WHY ONLY THE BEST PROJECT MANAGERS
WORK WITH A COACH**

DO'S AND DONT'S FOR SUCCESSFUL PROJECT COACHING

FOCUS

➤ Project Management

➤ Change Management

Experts for your success

With our holistic approach we assist you with managing people and tasks. 100 staff members around the globe implement 7,500 **training, coaching, mentoring and consulting** days per annum. We work with 850 organisations worldwide as our clients.

Our service approach is based on systems theory and constructivism.

...TO CONDUCT A USEFUL/HELPFUL
CONVERATION FROM THE CLIENT'S
POINT OF VIEW.

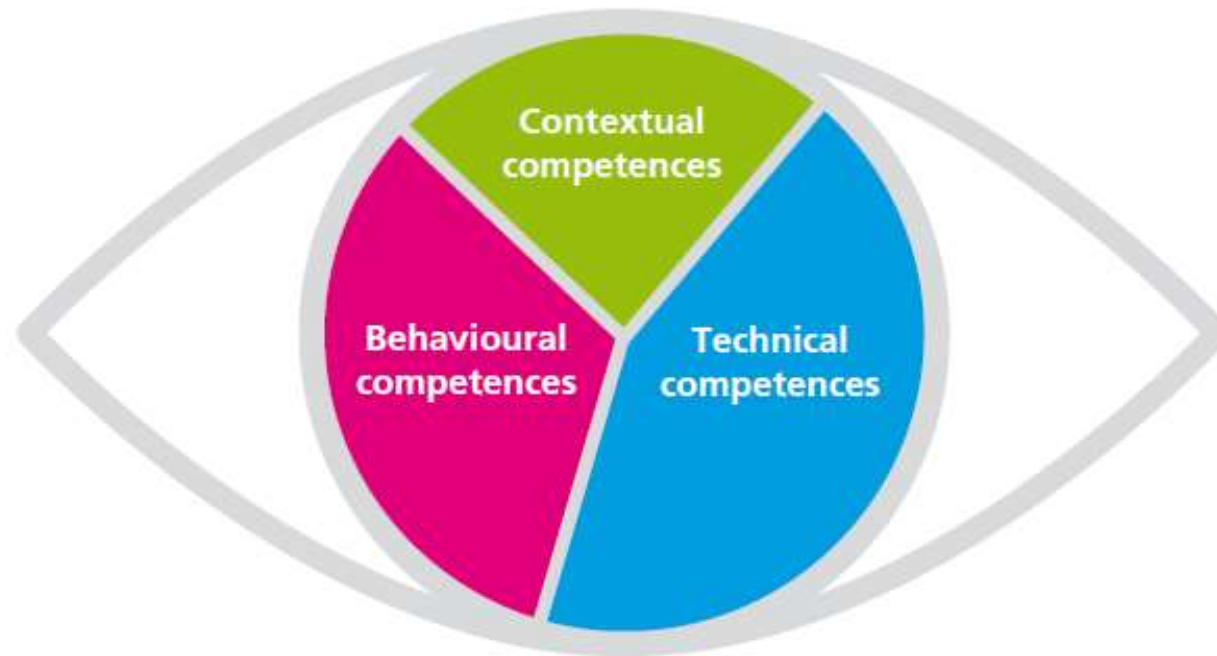


PROJECT COACHING

- Project Coaching is an interactive conversation process, where project-related topics/issues are dealt with
- The coach and the client will work on the client's topics/issues in structured and solution-oriented reflection sessions
- The coaching process consists of one or more coaching sessions



THE EYE OF COMPETENCE FOR PROJECT MANAGERS



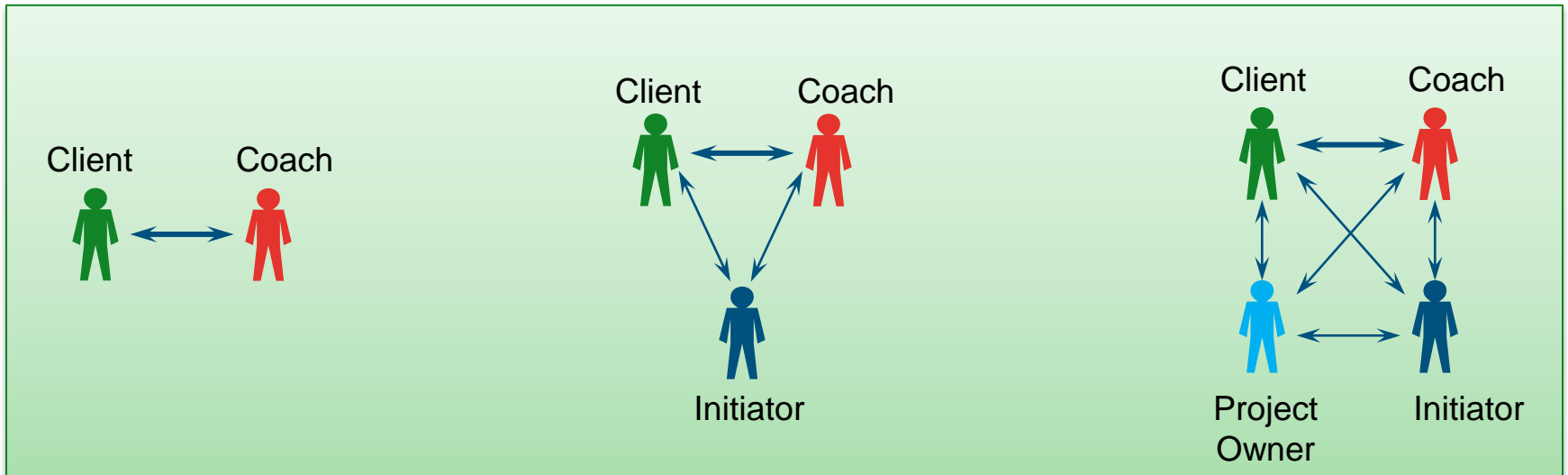
The Eye of Competence

International Competence Baseline Version 3.0, IMPA, 2006

SPRINGBOARD 1:

The best project managers come voluntarily

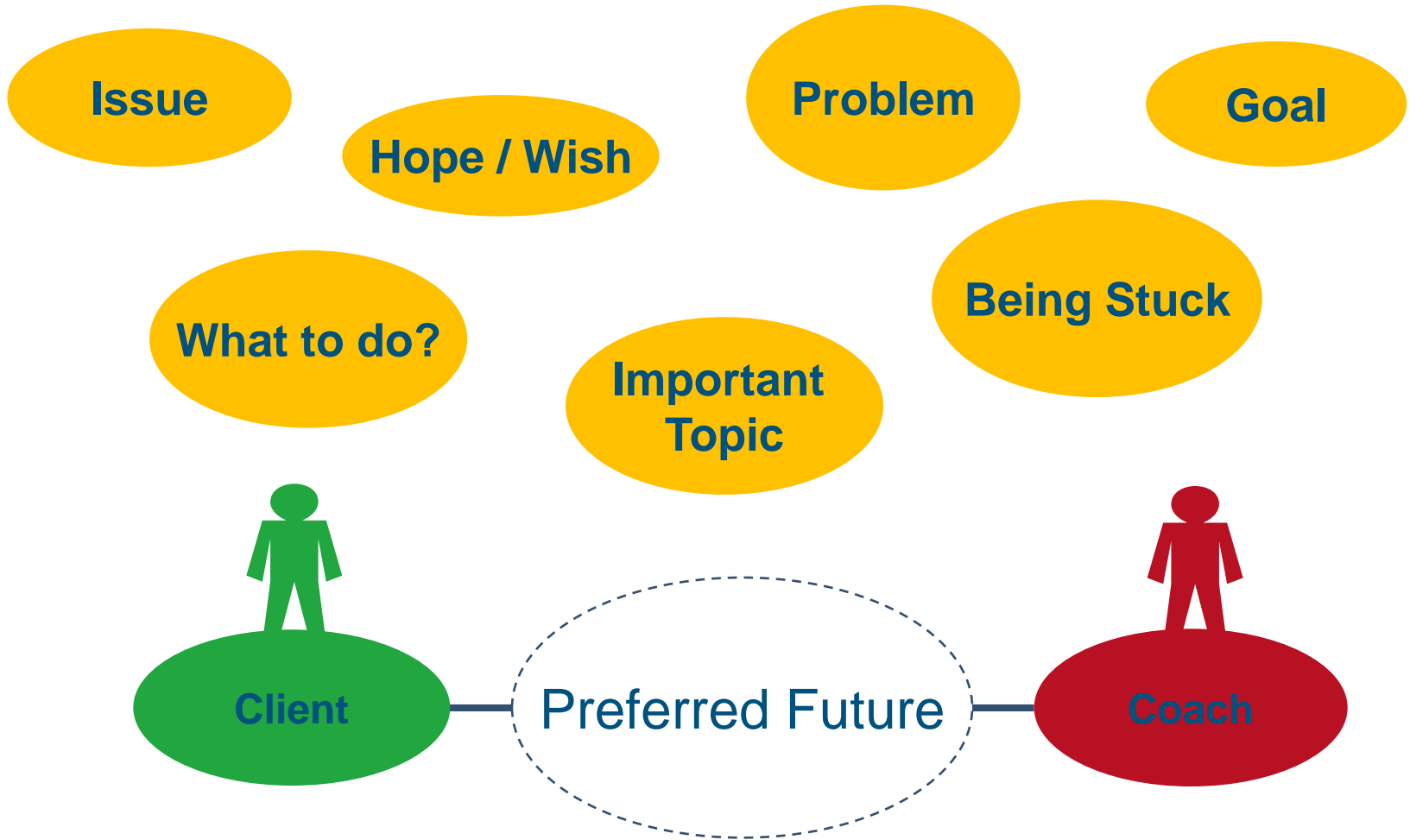
VOLUNTARY COMMITMENT



SPRINGBOARD 2:

**The best project managers bring
what really matters**

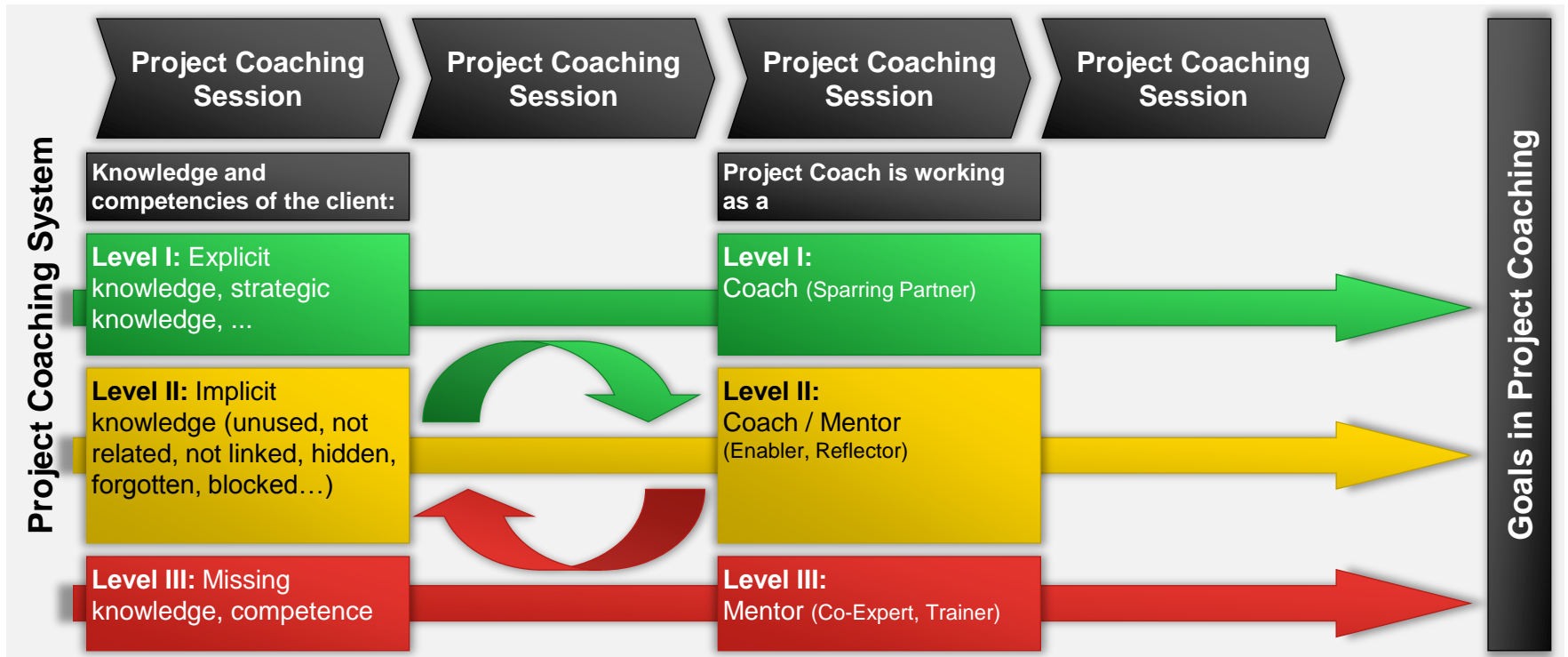
BRING TO THE SESSION WHAT REALLY MATTERS



SPRINGBOARD 3:

**Project manager and project coach talk on
an expert-expert level**

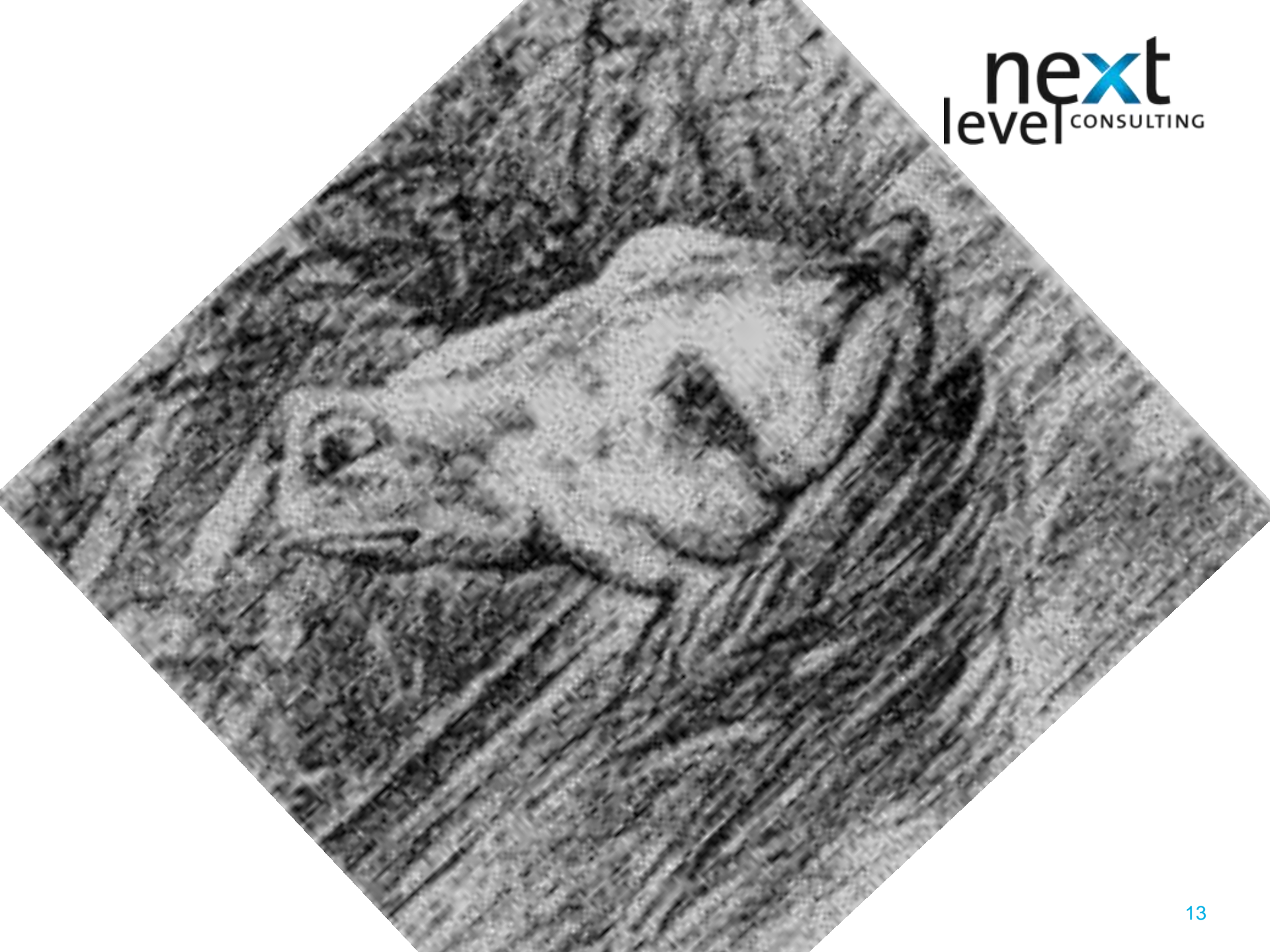
LEVELS OF COMPETENCIES BY UWE WIELAND



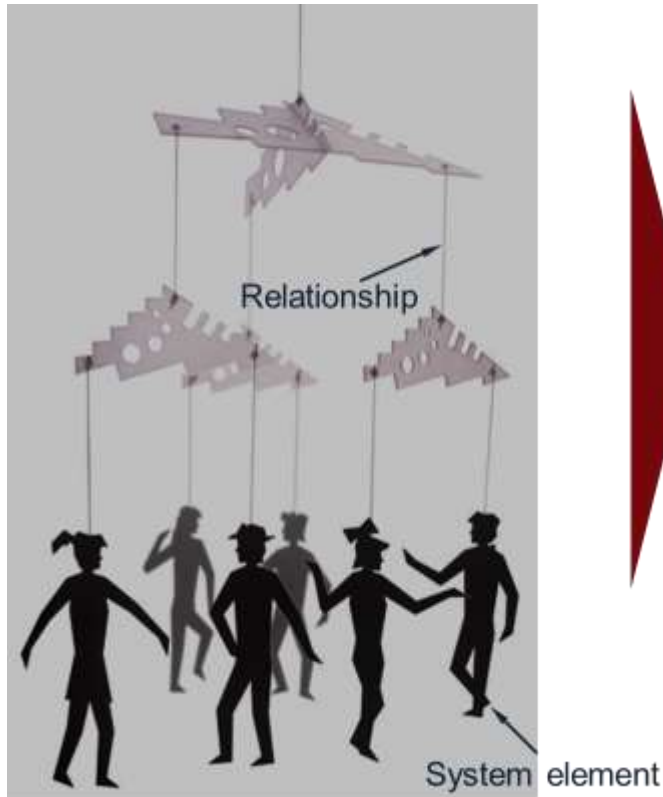
PROJECT COACHING



Hiller et al., 2007, p. 76



COMPLEX SYSTEMS (PROJECTS) ARE DYNAMIC & CANNOT BE CONTROLLED



Making use of other ideas / perspectives

- There is always another solution (viability vs. right-wrong)
- I (=client) am the expert for the solution(s)

EXPERT-EXPERT RELATIONSHIP

Expert on
what will
work



Cient

Expert on
useful
conversation



Coach

SPRINGBOARD 4:

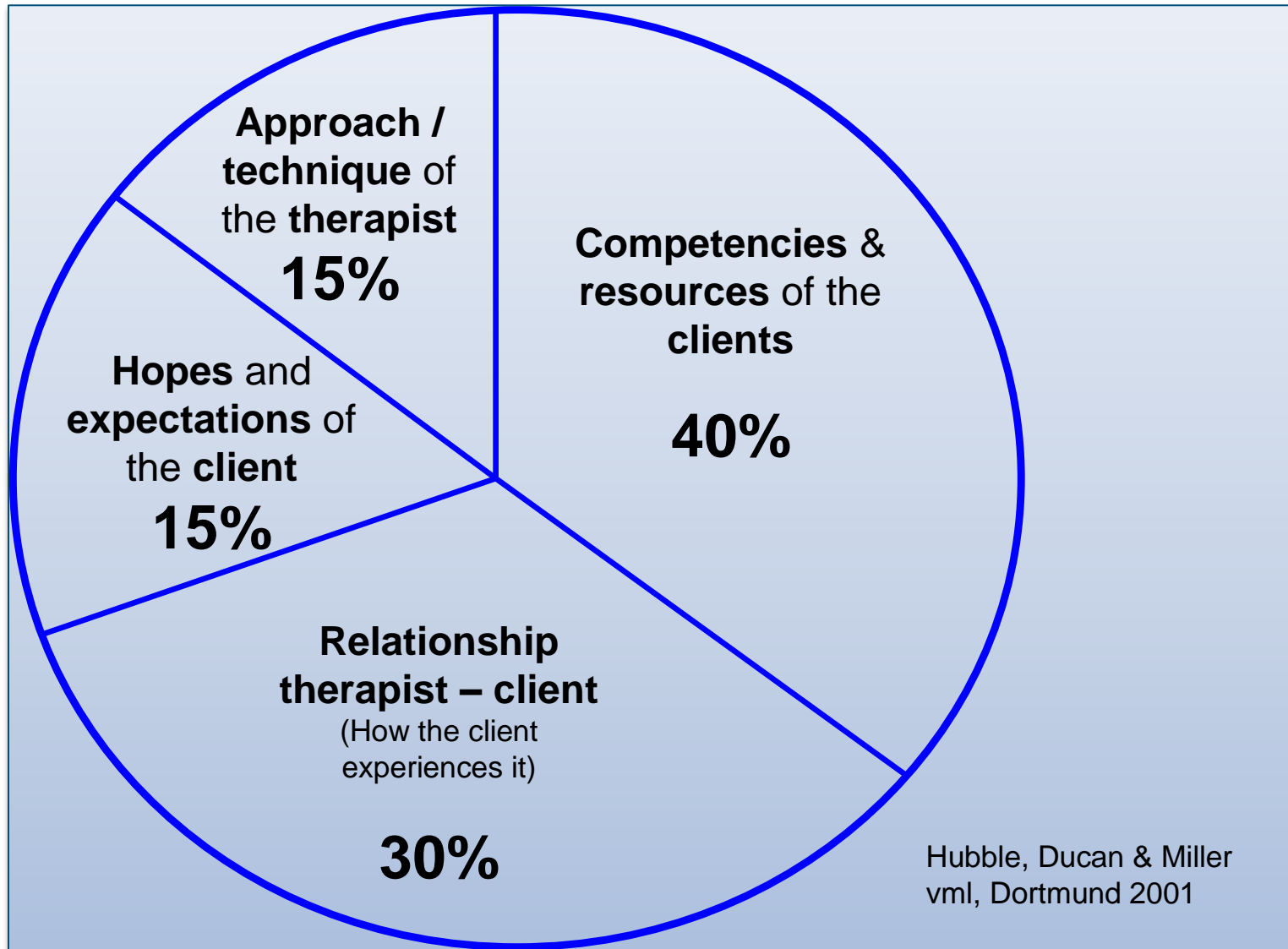
**The best project managers
choose their coach well**

...., I HAD THIS SUDDEN AND QUITE
FRIGHTENING REALISATION THAT
HUMAN BEINGS ON THE WHOLE
WERE VERY POOR AT HELPING
OTHERS, AND WERE LARGELY
UNAWARE THAT THIS WAS THE
CASE.

David Rock (2006)

IT IS SIMPLE, BUT NOT EASY

SIMPLE \neq EASY



SPRINGBOARDS TO SUCCESS

1. The best project managers come voluntarily
2. The best project managers bring what really matters
3. Project manager and project coach talk on an expert-expert level
4. The best project managers choose their coach well

You will experience moments of:
inspiration, exaltation and success.

WE CALL THIS: EXPERIENCE X-MOMENTS.



FULL SERVICE

Training

- » Unique combination of **management skills** and **social skills**
- » **Basic skills development** in project and change management
- » **Advanced training** to deepen your knowledge and skills
- » **Expert workshops** for a professional approach to project management and change management
- » **Preparation for IPMA, PMI, Prince2 certifications**
- » **bring your practice**

Coaching / Mentoring

- » Customised support for projects, programmes and change initiatives through **coaching, mentoring, WS-facilitation, kick-start to effective documentation**
- » Coaching of **individuals and teams**
- » **Solution-focused brief, systemic** approach to coaching
- » Enabler for **sustainable skills development**

Consulting

- » **Implementation** and further development of a project-oriented organisation accustomed to change
- » **Project audits & PM Health Checks**
- » **Multi project management**
- » **Project portfolio management**
- » Human resource and organisation development
- » **PM culture** development
- » **PM office** implementation and development

Management on demand

- » **Project management on demand**
- » **Providing PM staff** project managers project controllers project assistants heads of PM offices change managers
- » **Crisis interventions**
- » **Claim management**
- » **Risk management**
- » **Change managers**

IT solutions

- » Support for **requirements definition** and **selection** of appropriate IT-tools for project (portfolio) management
- » **Development:** Simple IT-tools with swift implementation
- » **Training** of own IT-tools and of selected partners tailor-made to our client's application needs
- » **Maintenance and support** of own IT-tools

INDUSTRY-SPECIFIC COMPETENCE

- IT and Telecommunications
- Engineering and Construction
- Energy
- Pharmaceuticals
- Mobility and Logistics
- Finance and Insurance
- Government / Health / NGOs

Our international expertise and local experience make us a strong partner for our South African clients.

We cooperate on the basis of mutual respect, openness and curiosity in order to drive sustainable improvements.