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Course Name

Advanced Project Leadership: Risk, Problem-Solving & Negotiation

Sector Name

Project & Contract Management

Document Type

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Advanced Project Leadership: Risk, Problem-Solving & Negotiation

Course Introduction

This advanced program is designed for Project Leads who are responsible for managing complex projects. Participants will enhance their ability to proactively identify, assess, and mitigate risks, solve complex problems, negotiate effectively with stakeholders, and document project decisions professionally.

The course combines theory, practical exercises, simulations, and case studies to ensure participants can immediately apply their learning in real project environments.

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Target Audience

- ✓ Project Managers
- ✓ Senior Project Coordinators
- ✓ Program Managers
- ✓ PMO Managers and Professionals

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Learning Objectives

- ✓ Proactively identify and assess risks that could impact project outcomes.
- ✓ Develop and implement effective risk mitigation and contingency plans.
- ✓ Apply structured problem-solving techniques to overcome project challenges.
- ✓ Negotiate with stakeholders and vendors to achieve favorable project outcomes.
- ✓ Document and report project risks, decisions, and actions clearly and professionally.

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Course Outline

✓ DAY 01

Proactive Risk Identification & Assessment

- ✓ Understanding types of project risks (strategic, operational, financial)
- ✓ Techniques for early risk detection and trend analysis
- ✓ Risk prioritization: qualitative and quantitative approaches
- ✓ Tools for risk assessment: risk registers, heat maps, and scoring methods
- ✓ Evaluating risk impact and probability

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Course Outline

✓ Day 02

Risk Mitigation & Contingency Planning

- ✓ Designing proactive mitigation strategies
- ✓ Developing contingency plans for unforeseen risks
- ✓ Integrating risk responses into project schedules and budgets
- ✓ Monitoring risk triggers and escalation procedures
- ✓ Communicating risk plans to stakeholders

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Course Outline

✓ Day 03

Advanced Problem-Solving in Projects

- ✓ Root cause analysis for complex project challenges
- ✓ Structured problem-solving frameworks (DMAIC, PDCA)
- ✓ Critical thinking and decision-making under uncertainty
- ✓ Analyzing alternative solutions and selecting optimal approaches
- ✓ Implementing solutions while minimizing project disruption

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Course Outline

✓ Day 04

Negotiation Skills for Project Leaders

- ✓ Advanced negotiation strategies and tactics
- ✓ Managing conflicts and achieving win-win outcomes
- ✓ Leveraging data and documentation to strengthen negotiation positions
- ✓ Negotiating project scope, timelines, and resources
- ✓ Maintaining professional and ethical standards in negotiations

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Course Outline

✓ Day 05

Documentation, Reporting & Risk Communication

- ✓ Best practices for risk reporting to executives and stakeholders
- ✓ Clear and concise project documentation techniques
- ✓ Integrating risk management updates into progress reports
- ✓ Communicating decisions and mitigation strategies effectively
- ✓ Maintaining transparency and accountability in project reporting

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Confirmed Sessions

FROM	TO	DURATION	FEES	LOCATION
May 2, 2027	May 6, 2027	5 days	4250.00 \$	KSA , Riyadh
Nov. 8, 2026	Nov. 12, 2026	5 days	2150.00 \$	Virtual , Online
March 29, 2027	April 2, 2027	5 days	4950.00 \$	Italy , Rome
Sept. 20, 2027	Sept. 24, 2027	5 days	4250.00 \$	UAE , Dubai

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