



PMP EXAM PREP. COURSE
Know, Apply, Practice and get Expertise

PM CORNER

Project Management Services

THE ROLE OF THE PROJECT MANAGER

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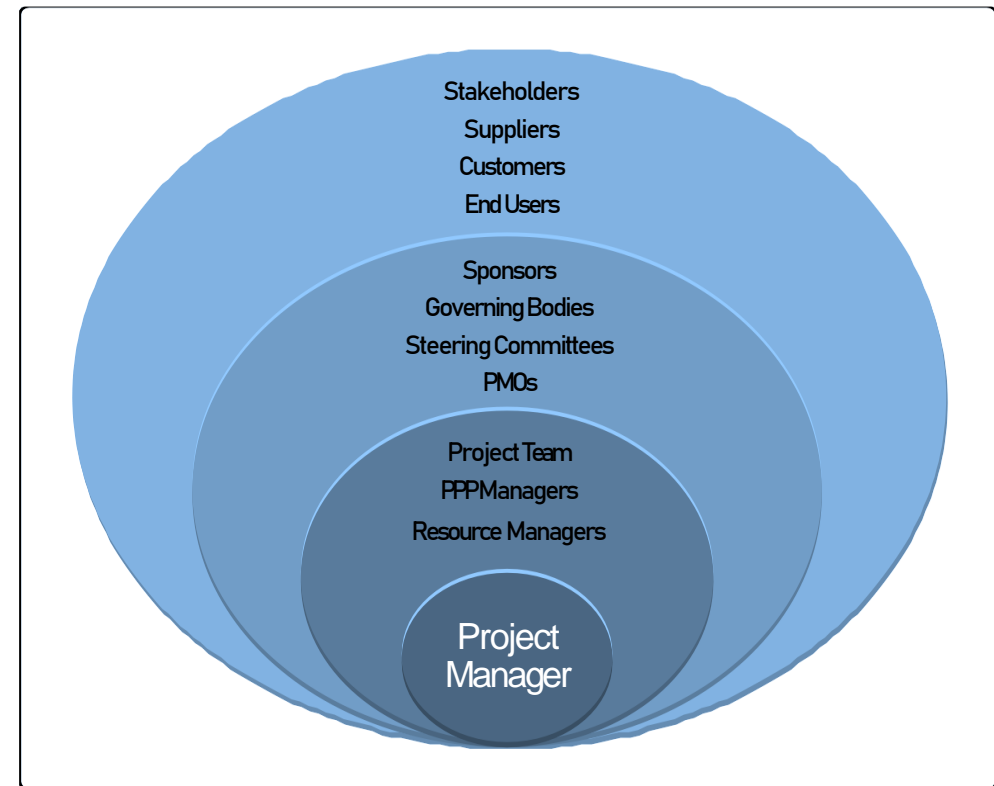
THE PROJECT MANAGER SPHERE OF INFLUENCE

The project manager is the person assigned by the performing organization to lead the team that is responsible for achieving the project objectives.

Membership and Roles

Knowledge and Skills

Responsibility for the team



SUCCESSFUL PROJECT MANAGERS

Research shows that successful project managers consistently and effectively use certain essential skills. Research reveals that the **top 2% of project managers** as designated by their bosses and team members **distinguish themselves** by demonstrating **superior relationship and communication skills while displaying a positive attitude.**

COMMUNICATION SKILLS IS CRITICAL **90%**

Communication Plans and Schedules

Understand
Communication Needs

Precise and Clear (Honest)

Feedback
Channels

Relevant and
Tailored

Positive and
Negative News

Networking and
Relationship

THE ORGANIZATION

The project manager may work to **enhance and improve the project management competency and capability within the organization** as a whole and is involved in both tacit and explicit knowledge transfer or integration initiatives.

The project manager also works to:

- Illustrate the value and the standard of the project management
- Promote the project management culture in the organization
- Cooperate in advancing the effectiveness of the existing PM.

THE INDUSTRY

The project manager should **be stayed updated about current industry trends and directions**. The project manager should check from time to time how this information could affect the current projects. This information include but are not limited to:

- Product and technology development.
- New and changing market niches
- Standards (e.g., project management, quality management)
- Technical support tools
- Economic forces that impact the immediate project
- Influences affecting the project management discipline
- Process improvement and sustainability strategies

PROFESSIONAL DISCIPLINE

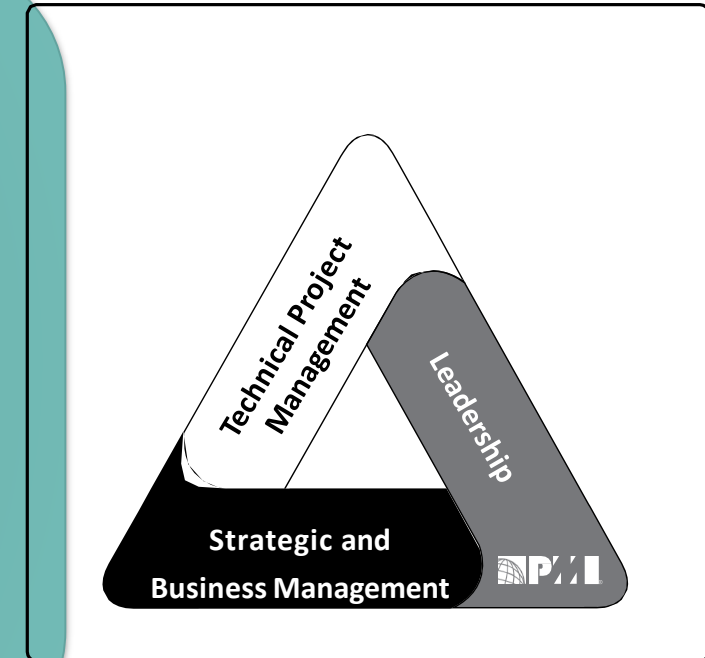
Continuing **knowledge transfer and integration** is very important for the project manager. This professional development is ongoing in the project management profession and in other areas where the project manager maintains subject matter expertise. This knowledge transfer and integration includes but is not limited to:

- ❑ Contribution of knowledge and expertise to others.
- ❑ Participation in training, continuing education, and development
 - In the project management profession (e.g., universities, PMI)
 - In a related profession (e.g., systems engineering, configuration management); and
 - In other professions (e.g., information technology, aerospace)

PROJECT MANAGER COMPETENCIES

The PMI Talent Triangle

- ❑ **Technical project management.** The knowledge, skills, and behaviors related to specific domains of project, program, and portfolio management. The technical aspects of performing one's role.
- ❑ **Leadership.** The knowledge, skills, and behaviors needed to guide, motivate, and direct a team, to help an organization achieve its business goals.
- ❑ **Strategic and business management.** The knowledge of and expertise in the industry and organization that enhanced performance and better delivers business outcomes.



THE ROLE OF THE PROJECT MANAGER

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QUALITIES AND SKILLS OF A LEADER

- Being a visionary
- Being optimistic and positive
- Being collaborative
- Managing relationships and conflict
- Communicating with others in proper way
- Being respectful
- Exhibiting integrity
- Giving credit to others where due
- Being a life-long learner who is results- and action-oriented
- Focusing on the critical things
- Having a holistic and systemic view of the project
- Being able to apply critical thinking
- Being able to build effective teams

Leaders are not born but they are made, discover the best way to develop the leader within you.

If your actions inspire others to dream more, learn more, do more, and be more, **YOU ARE A LEADER.**

The true test of leadership is how will you function in a crises.

PROJECT MANAGER POWER SOURCES

- Positional: formal position
- Informational: control the available info.
- Referent: credibility Gained
- Situational: (i.e. dealing with crisis)
- Personal or charismatic: attractive
- Relational: social and has good connections
- Expert: skills, special expertise
- Reward-oriented: ability to promote others
- Punitive or coercive: ability to affect negatively
- Ingratiating: able to cooperate and coordinate
- Pressure-based: limit freedom of choice
- Guilt-based: imposition of obligation
- Persuasive: ability to convince others
- Avoiding: refusing to participate

Top project managers are proactive and intentional when it comes to power.

These project managers will work to acquire the power and authority they need within the boundaries of organizational policies, protocols, and procedures rather than wait for it to be granted.

COMPARISON OF LEADERSHIP AND MANAGEMENT

Management

- Direct using positional power
 - Maintain
 - Administrate
 - Focus on system and structure
 - Relay on control
 - Focus on near-term goals
 - Ask why and when
 - Focus on bottom line
 - Accept status quo
 - Do things right
 - Focus on operational issues and problem solving

Leadership

- Guide, influence, and collaborate using relational power
 - Develop
 - Innovate
 - Focus on relationship with people
 - Inspire trust
 - Focus on long-range vision
 - Ask what and why
 - Focus on the horizon
 - Challenge status quo
 - Do the right things
 - Focus on vision, alignment, motivation, and inspiration

LEADERSHIP STYLES

Some of the most common Leadership styles:

Laissez-faire: taking a hands-off style

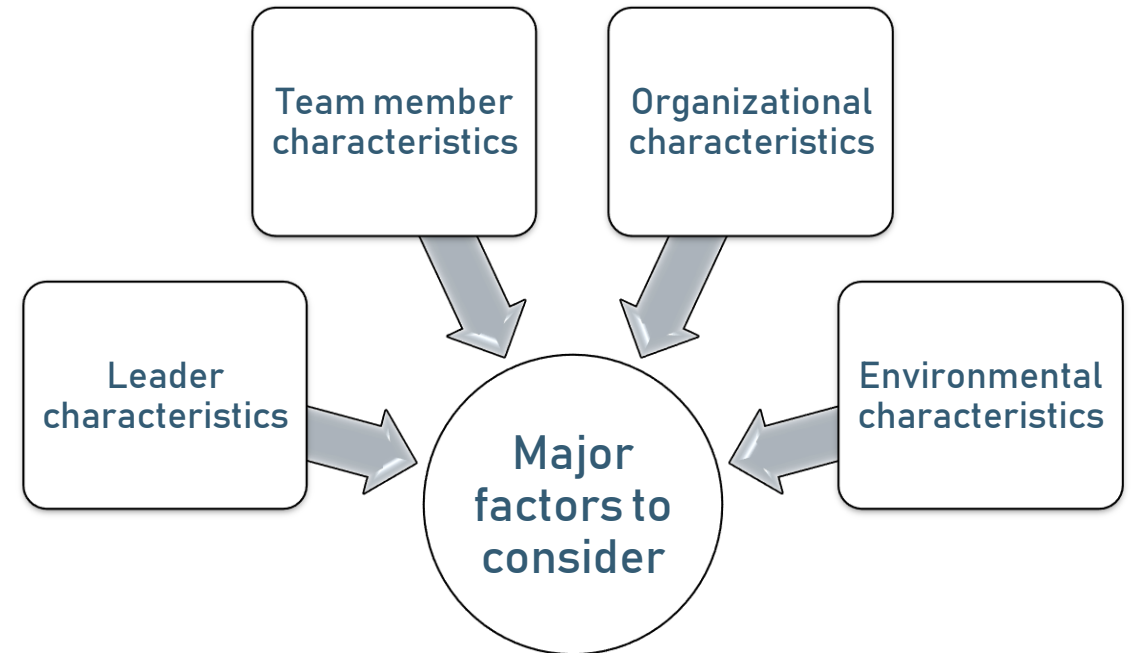
Transactional: focus on goals, and try to accomplish

Servant leader: put other people first; focuses on people's growth, learning, and development

Transformational: empowering followers through idealized behaviors, and encourage for creativity

Charismatic: energetic and able to inspire others

Interactional: combination of transactional, transformational, and charismatic



PERSONALITY

PERSONALITY

- Authentic: accepts other as they are
- Courteous: polite
- Creative: has the talent to innovative
- Cultural: aware of cultures variety
- Emotional: able to perceive emotions
- Intellectual: respect other intelligence and thoughts
- Managerial: has management skills and behavior
- Political: consider the political aspects
- Service-oriented: help and support others
- Social: know how to deal with others
- Systemic: able to keep things within proper systematic way

PERFORMING INTEGRATION

The integration has three different levels

PROCESS LEVEL:

however the PMBOK guide did not define exactly how the integration could take place, but there is no doubt that if the project manager did not integrate the applied processes in proper manner, there is big risk that the project will not succeed.

COGNITIVE LEVEL:

The project manager to apply what skills, experience and abilities he has while he manages the project. The project manager to reflect the project size and the performing organization culture on how the project could be managed.

CONTEXT LEVEL:

The project manager to consider the implications of the context while planning and managing the project towards the project objectives.

Thank you

You can contact us for any questions at:

info @ pm-corner.com

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