

PROJECT LEADERSHIP: TEAMS, STAKEHOLDERS AND COMMERCIAL CONTROL



LEARNING OUTCOMES

- Lead project teams confidently by clarifying roles, encouraging collaboration and supporting performance.
- Communicate and influence effectively with team members, stakeholders and project sponsors.
- Manage conflict constructively using negotiation, active listening and structured problem-solving.
- Protect project delivery by controlling costs, risks, changes and scope.
- Apply practical project tools including RACI, SMART goals, stakeholder mapping and priority matrices.

COURSE OVERVIEW

This practical one-day course develops the people, stakeholder and commercial skills required to lead project teams confidently. Building on existing project-management knowledge, participants will explore team dynamics, communication, conflict, motivation, budget control, risk and stakeholder engagement. Practical scenarios and proven tools help participants strengthen collaboration, protect project scope and costs, manage difficult conversations and keep people focused on successful delivery.

TOPICS COVERED IN THIS COURSE

Leading Project Teams

Understand project team dynamics, the stages of team development and how to create the conditions needed for effective collaboration, accountability and consistent performance.

Motivation and Delegation

Explore what motivates different team members, delegate responsibilities with clarity and confidence, and maintain engagement throughout the different stages of project delivery.

Roles and Accountability

Clarify project responsibilities, ownership and expectations using RACI matrices, SMART goals and other practical tools that help team members understand their contribution.

Commercial Awareness

Understand how project decisions affect costs, budgets, resources and organisational priorities, while improving the monitoring, reporting and management of financial performance.

Communication and Collaboration

Develop clear communication plans, strengthen active listening and questioning skills, and select appropriate communication methods for different project teams and situations.

Risk Scope and Change Control

Identify and assess commercial risks, manage change requests and take appropriate action to prevent uncontrolled scope changes from affecting costs, timescales or delivery.

Conflict and Negotiation

Identify common causes of project conflict and use practical negotiation, facilitation and problem-solving techniques to resolve disagreements constructively and maintain working relationships.

Stakeholder Leadership

Map stakeholder influence and interest, manage expectations, prepare for productive meetings and approach challenging conversations with greater structure, clarity and confidence.