

PMplicity

# Course Offerings

[www.pmplicity.com](http://www.pmplicity.com)

"People, Power, Politics and Projects  
Managing the Human Dynamic"

## Timely

- Delivering relevant skills to help drive results in the post-COVID business world

## Effective

- Delivering the truest measure of training effectiveness – improved performance!

## Efficient

- Rapidly reskilling busy project professionals with just-in-time tools

## Affordable

- Accommodating reduced training budgets without sacrificing content



# People, Power, Politics and Projects

## Managing the Human Dynamic

Duration: 10 Hours

Recommended Format: 5 Daily 2-Hour Sessions

**\$1,164 per seat**

## Course Description

What do scientists, developers, managers, business leaders and sales professionals have in common? Their career success is largely determined by how well they manage human interactions. In this course, you'll learn tactics you can apply to quickly improve the way you communicate, manage conflict, build leverage, negotiate winning outcomes and maneuver office politics.

**Duration:** 10 hours (5 Daily 2-Hour Sessions)

## Learning Objectives

- Learn to improve non-verbal communication skills
- Learn tips for selecting the most effective communication medium
- Learn to identify your preferred conflict style
- Learn to apply each conflict resolution approach
- Describe signs of over-use of each conflict style
- Learn to minimize the relationship cost of using each conflict style
- Learn to employ effective negotiation tactics
- Learn to identify hard and soft negotiation tactics
- Describe the decisive factor in any negotiation
- Learn to adjust your style to fit the negotiation scenario
- Learn to identify 5 types of power
- Learn to identify your power preference
- Learn to practice creative power sourcing
- Describe an effective escalation strategy
- Learn to build an ethical foundation for political maneuvering
- Learn to effectively navigate ethical dilemmas
- Learn to decrease your likelihood of facing an ethical dilemma
- Describe the importance of scripting
- Learn tactics for navigating office politics



## Want to Mix and Match?

Schedule a meeting using the button below to discuss options for custom courses.

### Other Course Offerings

- ◆ Building Highly Functional Results-Oriented Teams
- ◆ REMOTEtional Intelligence - Delivering results from any location!
- ◆ Make it Manageable!
- ◆ 30 Days Faster!
- ◆ Negotiation Jiu Jitsu - How to Win From Any Position!
- ◆ Project Failures, Fixes and Fundamentals
- ◆ Microsoft Project B.A.S.I.C.S.®

JERRY REED, PMP, CSM, MCP, EQI 2.0  
CERTIFIED EMOTIONAL INTELLIGENCE COACH  
PROJECT MANAGEMENT PROFESSIONAL  
MICROSOFT CERTIFIED PROFESSIONAL  
CERTIFIED SCRUM MASTER

Jerry Reed is an award-winning instructor, speaker, author, and project management consultant. He has delivered lectures, workshops, seminars and webinars to managers and technology workers from AT&T, PMI, Disney, UCLA, SpaceX, the United Nations, Blizzard, Optum Rx, Netflix and other organizations. His original, content-rich, high-energy programs are well-researched and presented in a professional and engaging style.

With over 20 years of project management experience, Jerry has successfully delivered over 100 projects as a senior project manager with AT&T, an engineer with NI-Gas and a research engineer with the US Army Corp. of Engineers.

Mr. Reed has a Bachelor of Science degree in Mechanical Engineering from the University of Illinois, at Urbana-Champaign. He is PMP-certified, a certified Scrum Master, a Microsoft-Certified Professional, a certified emotional intelligence practitioner and a marathon runner.

Jerry has taught project leadership and scheduling courses for over 10 years at UCLA Extension and was awarded UCLA Distinguished Instructor in 2014. He has served on the UCLA Extension Project Management Advisory Board, co-founded [Pmplicity](#), and authored [Microsoft Project 2019 B.A.S.I.C.S.](#)

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**PMplicity**  
Distinguished Project Management Training



## Contact Information



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