

# Relationship Management in Project Delivery

CPD  
hours 14

**2 day workshop, \$1,100**  
**For those involved in project**  
**management and delivery:**  
**A practical and applicable approach**

**Sydney 29 & 30 April**  
**Melbourne 14 & 15 May**



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## How the 2 days unfold

History of  
Project &  
Relationship  
Management

Human  
Dynamics  
operating in  
projects

Impacts of  
relationships  
on project  
outcomes

Identifying  
project risks  
from impacts

Developing a  
Relationship  
Management  
Plan

This two-day, industry-relevant workshop focuses on breaking down traditional 'adversarial' environments that many projects endure, replacing it with fresh knowledge and skills that will guide the implementation of strong collaborative relationship management approaches.

The workshop will use interactive and case study approaches to:

- compare 'old' and 'new' project delivery systems
- identify the critical importance of human relationships and behaviours that impact on project delivery
- explore the benefits of relationship management principles in projects
- identify strengths and weaknesses in project relationships and manage them
- address client management issues
- develop processes to identify and manage relationship risk in a project
- utilise tools to implement relationship management principles
- Identify how to develop this new approach through the organisation.

### Facilitator - Graham Scott

B. App Science Dip. Psychology  
Masters Org. Psychology

Graham provides expertise for project success. From his consultancy business based in Brisbane and specialising in Relationship Management both nationally and internationally, Graham's recent projects include Qld. Dept. of Main Roads, Alinta Gas WA, Leightons, Brisbane City Council, Gateway upgrade and Western Corridor Water Treatment project.

Graham has been closely involved in the development of this two-day workshop as well as the Queensland University of Technology's 'Relationship Management' unit for post graduates. Graham also lectures in Project Management at QUT.

We invite you to contact us at:

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