



3-4 APRIL 2017
16 HOURS



EARN 16 DUS

THE ART OF MANAGING CHANGE

A two-day seminar with a **Simulation Workshop**



DESCRIPTION

Introducing innovations and change, however necessary, still remains a difficult, lengthy and sometimes frustrating task for managers. Projects might end well, but how confident are you that project deliverables will be successfully integrated into the organization?

This seminar introduces organizational change concepts from the perspective and context of projects and project management. It presents an overview of the dynamics and challenges of planning and implementing the organizational changes required to ensure that project deliverables are successfully integrated into the organization.

The seminar includes a simulation workshop, where you will work in teams in an instructive decision-making, consensus-building experience. You will assess current change management processes in your organization against best practices. Specifically, we will discuss on introducing, planning and managing change, managing change agents and overcoming as many (anticipated or not) obstacles to change.



LEARNING OBJECTIVES

Upon completion of this course you will be able to:

- ◉ Understand the dynamics and challenges of implementing organizational changes
- ◉ Understand how organizational change can be achieved through the change management process
- ◉ Identify, plan and implement change activities
- ◉ Understand the variety factors that impact the dynamics of innovation and change in organizational contexts
- ◉ Address these factors during the debriefing phase of the workshop to get a deeper understanding of the models underlying the simulation



WHO SHOULD ATTEND

This workshop is an experiential learning experience for middle- to senior-level managers and project managers who need to implement a project's results or a new initiative in their organizations and evaluate current organizational change management processes and behaviors.



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Need more information? Contact us:

☎ 210-3680907, 210-3680927 ✉ project@hau.gr 🌐 <http://projectmanagement.hau.gr>

COURSE LEADER

George Merguerian, BE, MBA, PMP,
Senior Partner, Global Business
Management Consultants



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HOW DOES THIS WORKSHOP WORK? - WHAT IS THE EIS SIMULATION?

During the first day of the course we provide an overview of change management concepts, building on the nature of organizational change, enablers and obstacles, group dynamics in changing, and sources of resistance. We provide insights on current best practices in leading people to change and identifying and managing change agents.

We start the EIS Simulation on the second day, where participants working in groups are challenged to introduce an innovation in a division of the EuroComm corporation. They have up to 6 months of (simulated) time to convince as many of the 22 members of the division's senior management team as possible to adopt an important innovation. In this case it's an Executive Information System (EIS) introduced company-wide to increase transparency and reporting.

During the simulation, participants, operating as change agents, can choose among many different initiatives and change management tactics to meet their goal. They may gather information on the managers (profiles, relationships etc.) or may take direct action to try to convince the managers and thus influence their willingness to adopt the proposed innovation. Each time participants implement a tactic, they immediately receive feedback about the impact of their decisions. The objective is to get as many adopters as possible, overcoming different forms of individual and organizational resistance to change.

COURSE INSTRUCTOR

George Merguerian

BE, MBA, PMP, Senior Partner, Global Business Management Consultants

George Merguerian is Senior Partner of Global Business Management Consultants (GBMC) based in Brussels. Throughout his career, George Merguerian held senior technical/engineering, line management, marketing and management development positions in multi-national organizations from the Construction, Engineering, Engine Manufacturing, Oil Services, Executive Development, Information Technology, and Consulting sectors. George Merguerian is a faculty member for project management programmes at the Rotterdam School of Management in Holland, the International Management Institute in Ukraine and MCE-Europe.

THE ART OF
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CHANGE



COURSE OUTLINE

REGISTRATION FORM

NEW LOWER PRICES
& SPECIAL OFFERS

Complete and send this registration form to training@hau.gr or fax: 212-2222629 the latest by 15 working days prior the course(s) start.

I wish to register for the following course(s):



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Courses	Dates		Fees
The Art of Project Management®	6-8 March 2017 (24 hours)	<input type="checkbox"/>	€ 750
Explore MS Project	10 March 2017 (8 hours)	<input type="checkbox"/>	€ 150
The Art of Managing Change with a Simulation Workshop	3-4 April 2017 (16 hours)	<input type="checkbox"/>	€ 650
Advanced Topics in Project Management	5-7 April 2017 (24 hours)	<input type="checkbox"/>	€ 750
Leading Virtual Teams	10 April 2017 (8 hours)	<input type="checkbox"/>	€ 450
The Art of Project Management® for IT/IS Projects	15-17 May 2017 (24 hours)	<input type="checkbox"/>	€ 750
Certification Courses			
PMP® Prep Course	9-11 March 2017 (24 hours)	<input type="checkbox"/>	€ 750
Prince2® Practitioners Course & Examinations	15-19 May 2017 (40 hours)	<input type="checkbox"/>	€ 1800

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SPECIAL OFFERS

Group discounts: Get discounted prices for registering more than 2 participants of the same company. Call us for more information on group discounts, or visit our web site at <http://projectmanagement.hau.gr>

Student discounts: Undergraduate students of public and private higher education academic institutions are entitled to a 30% discount on certification prep courses.

PMP Prep Course special offer: We offer the PMTestOnline™, an advanced self-study system, at no extra charge for 1 year, after taking our 3 day PMP Prep course. For more than 3 participants of the same company you can save 10% discount on total charges.

In house solutions: If you have 10 or more colleagues who would be interested to attend in one of our courses, we can tailor the course to your group training needs and adjust total cost to meet your training budgetary constraints. Plus, you have complete control on the training content and you decided when it is run.

*Prince2 training and examination package is not included in above special discount offers

PERSONAL DETAILS

First Name _____ Family Name _____
Company _____ Position/Title _____
Address _____ City/Postal Code _____
Tel _____ Fax _____ e-mail _____

INVOICE DETAILS

Company Name _____
Area of Business _____
Address _____ City/Postal code _____
Tel _____ Fax _____
Tax Id. Nr. _____ Tax Registration Office _____

I/We understand and accept the registration and cancellation policies and procedures.

Signature/Company seal

Date

PAYMENT DETAILS

Payments are made to the Hellenic American Union. For bank deposit/transfer information please contact the Hellenic American Union. Please always quote your company's name or the delegates name in the transfer instructions.

Please invoice my company: Bank Deposit/Transfer
Please charge my credit card: Visa Mastercard

CANCELLATION POLICY

Payment is due upon registration. Delegates who cancel after registration, or who don't attend, are liable to pay the full course fee and no refunds can be given. A replacement is always welcome.

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