**Course Details:**

**Date:**
Friday, 10 August 2012

**Time:**
8.45am – 4.45pm  
(Course starts 9am)

**Venue:**
Waipuna Hotel & Conference Centre.  
58 Waipuna Road,  
Mt Wellington,  
Auckland.

**Cost:**
$525+GST when registering through Rocket Projects  
(Usually $600+GST)

**Register by:**
Friday, 27 July 2012

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**Project Managers - We're All in Sales**

*Learn essential sales skills to sell your ideas and suggestions successfully to your team, sponsor/customer and other project stakeholders.*

The essence of selling is to initiate a relationship, identify others’ needs, suggest a course of action, obtain agreement and then “close” the sale. This process needs to also be applied to the management of projects. Unfortunately this skill is often overlooked in project training — Attend this workshop to learn how to apply sales skills to project management.

This workshop will examine three different “Salesman Hats” you need to wear, when “selling” to the project team, your management and customers/sponsors.

Based on best practice sales techniques, this workshop uses personality profiles (Myers Briggs) to identify your preferred approach to sales. It will help you recognise techniques that work best in different situations, and with a variety of project stakeholders. You will also learn good presentation skills and techniques.

The workshop uses an interactive approach with short drills and project environment based role plays to practice new skills and identify your personal style. The facilitators will use accelerated adult learning methods that are fast paced and fun. This approach focuses on the premise that “what I do I understand”.

**We’re All in Sales Project Manager Takeaways:**

- The fundamentals of selling applied to project management
- How to get a “Yes” response
- Mental preparation for project management sales
- When to sell what on your project and how
- How to sell to different personalities using your style
- Body language tips in sales
- A toolkit of tips, hints and techniques to use in your everyday life as a project manager (including giving presentations)
- Wearing the right hats at the right times
- Your Myers Briggs profile report (Note: your online test needs to be completed by 3 August to enable your personalized report to be completed.)

**Earn 8 PDU’s**

PMI members can claim 8 PDU’s under category 4. (We will provide certificates for all workshop attendees). If you are applying for PMP eligibility you can use these hours to count towards your project management education.

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**Workshop Facilitators:**

**Angela Brown**

With over 35 thousand hours of breathing the world of project and change management, Angela is internationally sought after as a consultant and trainer having worked in over 14 countries. She trains in project management (NZ Diploma in PM, PMI and PRINCE2 methodologies) and also specialises in people behaviour utilizing tools such as Myers Briggs, Lominger and change models such as John Kotter. Angela has a BSc (chemistry) and a Post Graduate Certificate in Career Development.

**Mark Herbstein**

(PMP, PRINCE2)

Mark has over a decade of successful project management experience in New Zealand and abroad with an outstanding reputation of delivering outcome based projects. He has also been a top sales person, significantly surpassing sales targets. His industry experience includes telecommunications, banking, broadcasting, IT services, insurance, manufacturing and sports. Mark is an energetic trainer, coach and mentor for other project managers, specialising in soft skills with a focus on sales.
Two Easy Ways to Register

**Email:** Email Norma Lum at events@rocketprojects.co.nz including all the information indicated on the registration form.

**Post:** Return completed registration form together with payment to: Rocket Projects Ltd, 107 Williamson Avenue, Grey Lynn, Auckland 1021.

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Position

Organisation

Postal Address

Email

Phone

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Terms and Conditions

Cancellations

Should you be unable to attend the course, there are two options:

1. A substitute participant is welcome to attend at no additional cost. OR
2. A full refund less $40 + GST administration fee will be made for cancellations received more than 10 working days prior to the workshop date. A 50% refund will be made for cancellations received within 10 working days prior to the workshop date. No refund will be made for cancellations received within 7 days prior to the workshop date.

Rocket Projects Limited reserves the right to make any necessary amendments in the best interests of the course. Should the course fail to attract a minimum number of participants, we reserve the right to cancel it. Should the course be cancelled by Rocket Projects Ltd for any reason, a full refund will be made.

Completion of Myers Briggs Report

- The Myers Briggs inventory needs to be completed online 5 working days before this workshop (i.e. 3rd August) to allow your personalised report to be prepared.
- Once registered and paid we will send you instructions on how to do this and a link that will take you into the Myers Briggs Type Indicator Inventory Online.

This is a tax invoice when paid. GST No 102-889-746

**Payment is attached for $603.75 incl GST**

- Direct Credit Payment to our bank account (please send advice of remittance)
  - Bank: The National Bank
  - Account Name: Rocket Projects Ltd
  - Account Number: 06-0257-0189099-00

- Cheque enclosed (cheque made payable to Rocket Projects Ltd)

**Course confirmation:** All registrants will receive registration confirmation and a receipt via email.

If you have any queries, please contact Norma Lum at events@rocketprojects.co.nz

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