

# **Prosci® Delivering Project Results: Workshop for Project Managers**

learn  
**and Change**

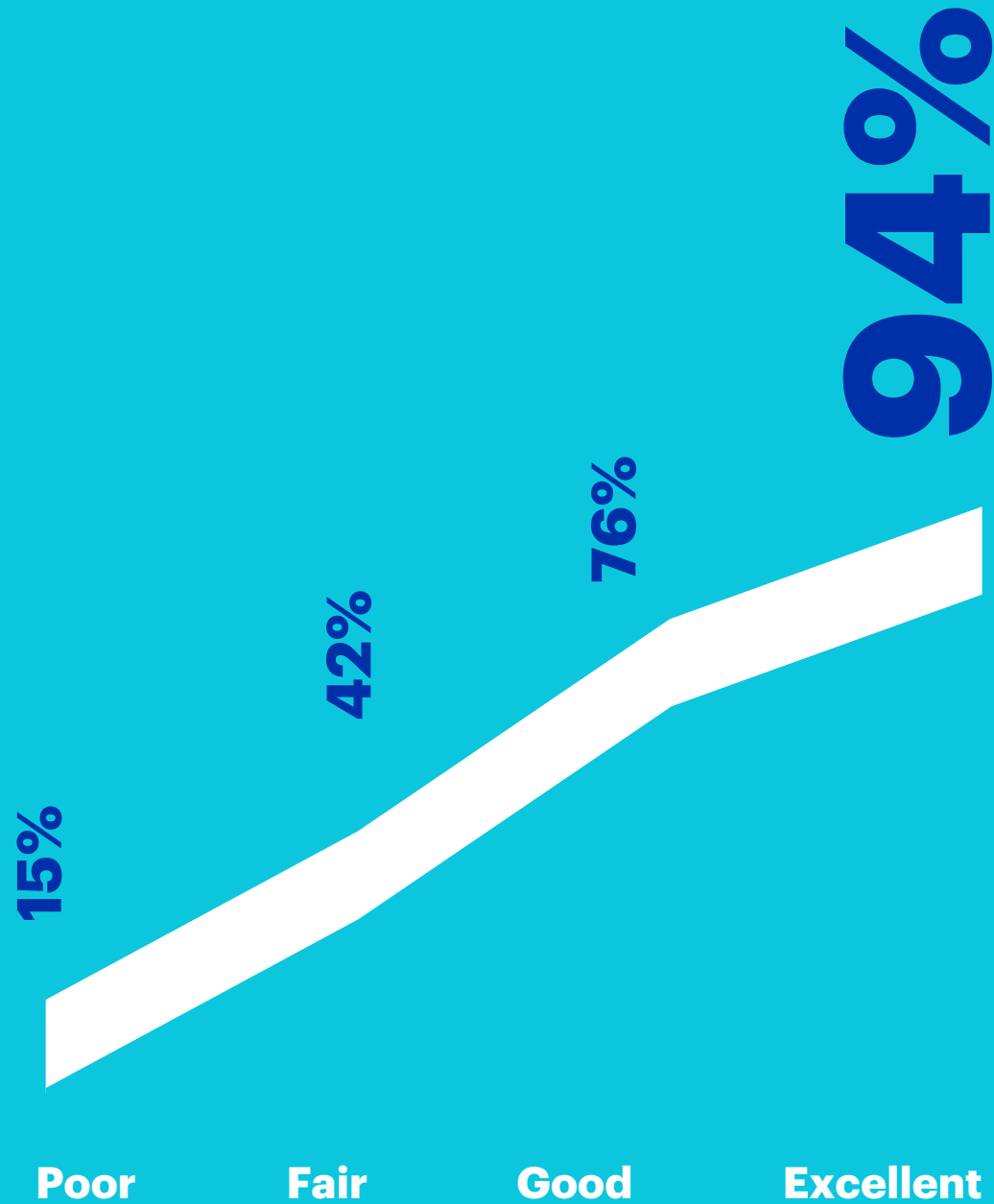
# A few words about the Prosci® methodology

We would like to introduce the benefits of applying the Prosci® methodology for Change Management, supported by real, research-based insights.



**80%**

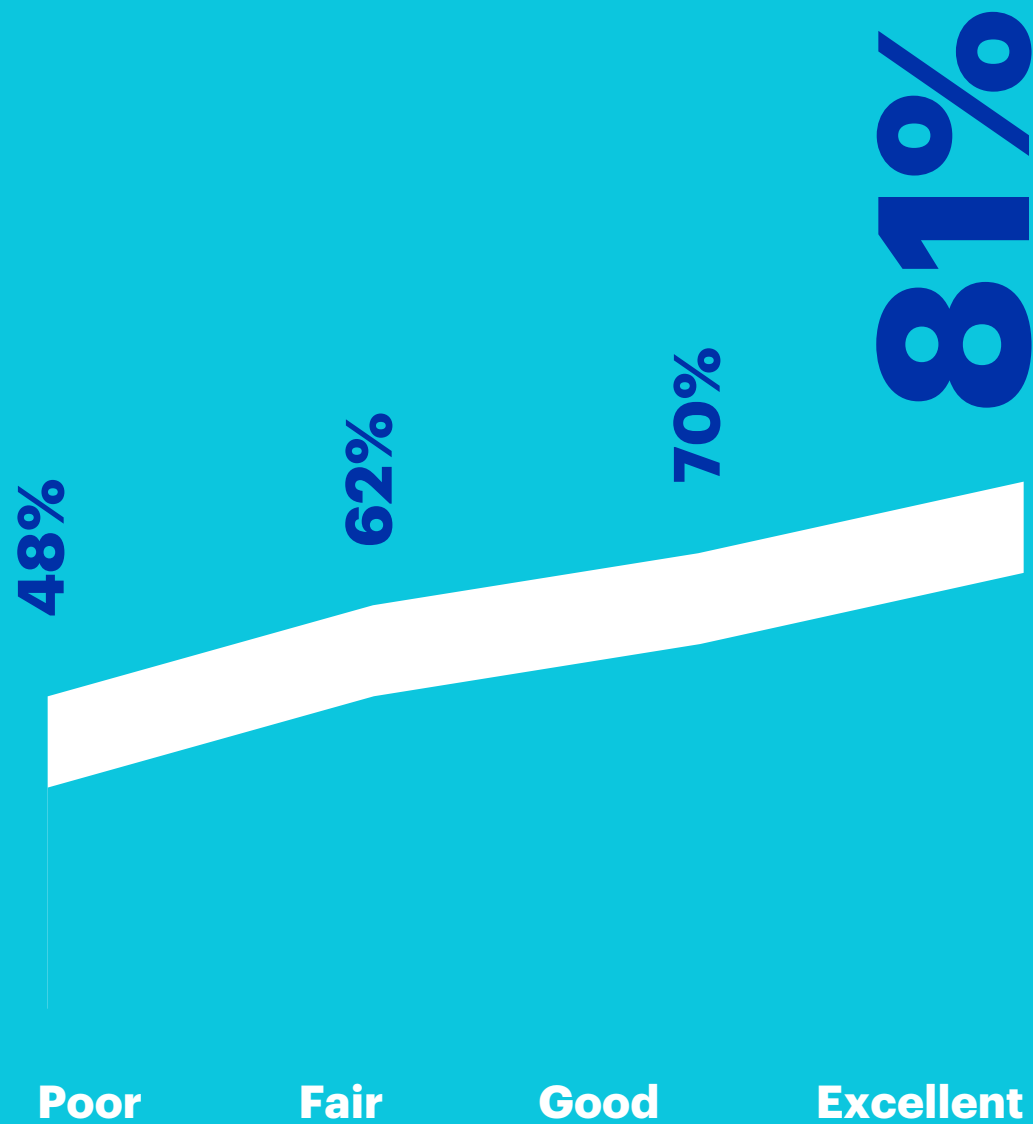
**of Fortune 100  
companies  
choose Prosci®**



**Change  
Management is  
directly connected  
with meeting project  
objectives**



**When it is effectively  
deployed, projects  
are more likely to be  
on schedule**



**Change Management is correlated with keeping projects on budget**

# The Program

Prosci® Delivering Project Results is a workshop designed to integrate Change Management and project management, in order to facilitate the results improvement for Project Managers and help them consistently reach their project objectives faster.

# Why this program?

As several studies confirm, to enhance project results and realize project goals, effective integration between project and Change Management is essential.

Participants will leave with the understanding of the intricacies of leading a Change Management-enabled project.



# Who is it for?

- Project managers
- Complete project teams

# **Integrating Project and Change Management**

# Prosci® five dimensions of integration

## 01 People

Who is involved and how in project and Change Management

## 02 Process

How the activities are deployed during the project

## 03 Tools

Which are the deliverables created by both disciplines

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# Prosci® five dimensions of integration



**04**

## Methodology

When and how the disciplines interact or diverge



**05**

## Results and outcomes

Reaching a shared view of how to contribute to project success

# Outcomes

## **Participants will understand:**

The relationship between Change Management and project management.

## **Participants will apply:**

The complementarity between project and Change management and provide focus, processes and tools for moving through the transition, toward the future state.

## **Participants will learn:**

How to improve communications between Change Practitioners and project managers to enable them to pursue their common objectives.

## Our Practitioners say

*"Great insight. Change management needs to be part of every project!"*

— **Makhosini**, Junior Systems Engineer, Transport Company

# Program Agenda

## **Defining Change Management within the context of a project**

Intent

Milestones

Objectives

Deliverables

Scope

Timelines

Work streams

# **Integrating project management and Change Management**

People

Processes

Tools



## **Cost-benefit analysis**

What it takes to get started

The payoff of Change Management

# Materials

- **Change Management: the people side of change**
- **ADKAR®: A Model for Change in Business, Government and our Community**
- **Change Management Blueprint**
- **Change Management Best Practices Research Exposé**
- **Recorded Webinar: Integrating Change Management and Project Management**

# After the Program

Once the class sessions are completed, we are available to provide organizations with additional assistance to integrate their project plan and Change Management activities.

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## After the Program

# 01 Assistance

Project-specific support, assessment and advice from the *and Change* team, provided via email or via customer support service.

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## After the Program

# 02 Prosci® support materials

One-year access to the Prosci® portal, where project managers can find free tutorials and webinars as a life-long support mechanism.

# Discover the Program

This Program can also be delivered in-house, according to your organizational needs.

Learn more at <http://bit.ly/2toN3Wk>

# Facilitator

The Program will be taught by one of our Prosci® certified facilitators, who will guide participants through their training experience.

A portrait of Tom Marsicano, an older man with grey hair and glasses, resting his chin on his hand. He is wearing a light blue striped shirt. The background is a chalkboard with some faint diagrams.

# Tom Marsicano

*Founder and  
Executive Director*

Tom Marsicano is the founder and Director of *and Change*, and a Master Certified Prosci® Instructor. An extensive background, especially in financial services and IT systems, and love for research make him a widely respected facilitator and speaker.

## **Experience and Skills**

Undergraduate Degree in Commerce

Project management and system implementation

Corporate culture change

Master Certified Prosci® Instructor



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# Contact Tom Marsicano

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**andchange.com**

**See you soon.**

**and Change**