

Prosci® Executive Sponsor Briefing



learn
and Change

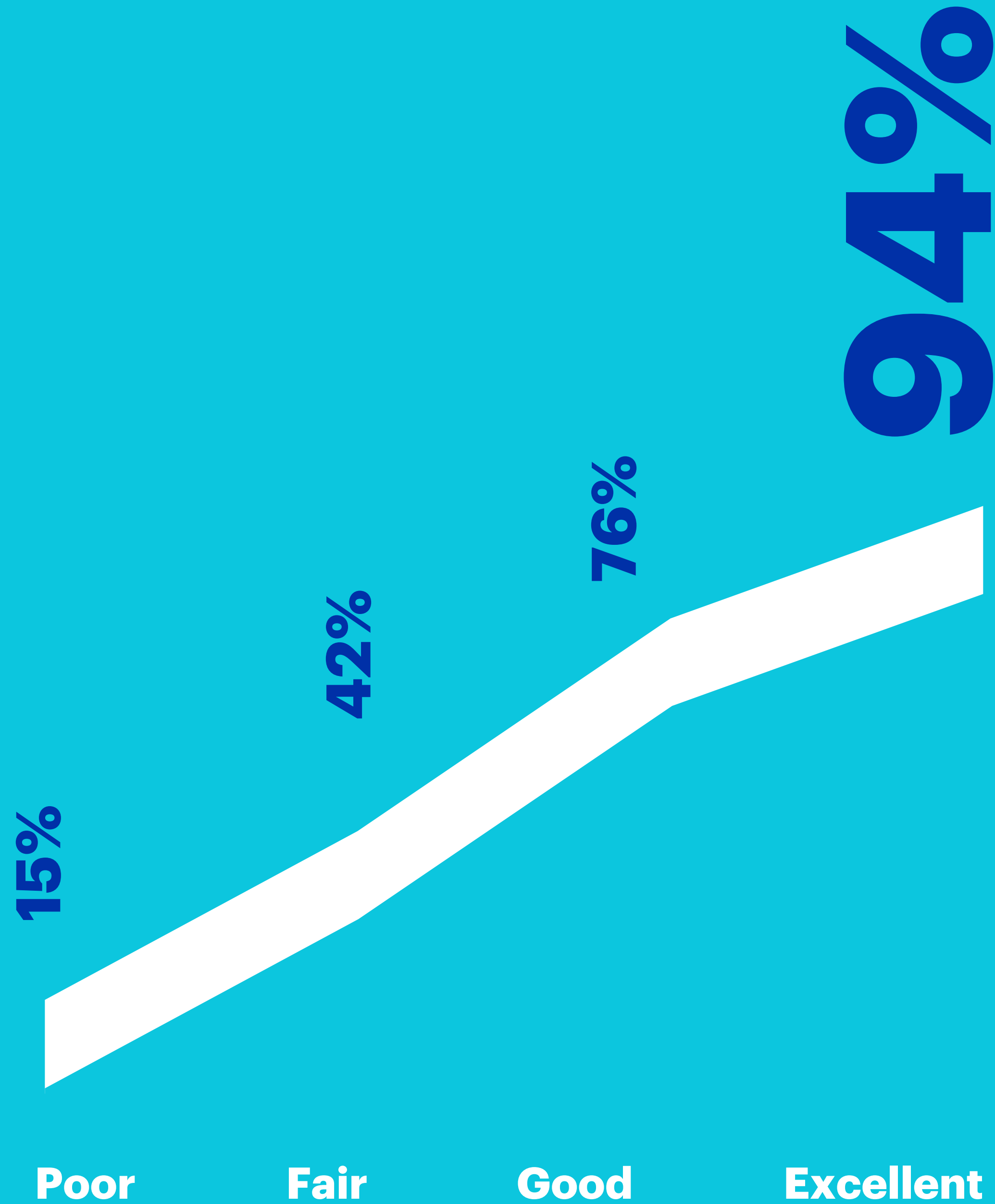
A few words about the Prosci® methodology

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



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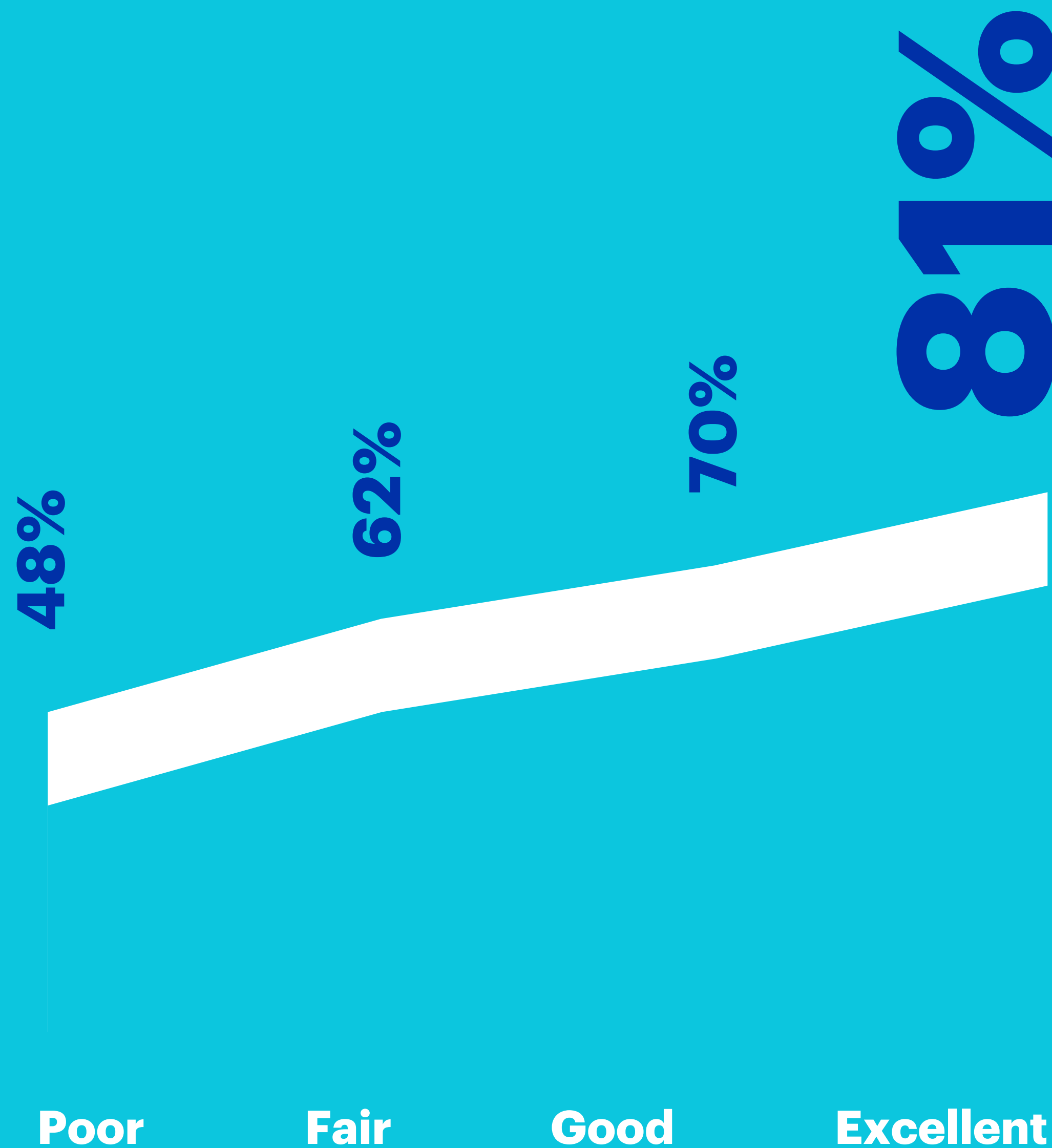
**of Fortune 100
companies
choose Prosci®**



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

This Program is designed to transform executive and organizational leaders into effective change advocates and to highlight the importance of sponsorship in the every change process.

Why this Program?

An organization needs its leaders to be active and visible sponsors of change. However, research indicates only half of all executives recognize the actions required to fulfill their role.

Senior leaders provide the authority and credibility necessary for successful change: sponsorship is in fact cited as one of the most important contributors in all of Prosci®'s benchmarking reports.

Who is it for?

- **Senior executives**
- **Organizational leaders responsible for strategic initiatives and organizational performance**

Understanding the people side of change

Why Prosci®?

01 Integration foundation

Connecting two dimensions to move to the future state

Why Prosci®?

02 Perception

All team members perceive the importance of Change Management

Why Prosci®?

03 Holistic approach

A technical solution delivers value only if combined with the people side of change

Outcomes

Participants will understand:

- How effective Change Management improves organizational results.

Participants will apply

- Sponsorship to all the projects underway.

Participants will learn

- Immediately applicable tactics for becoming a more active and visible sponsor.

Our Practitioners say

"Very enlightening and useful for our organization, particularly our leadership as we now have an understanding of what change sponsorship means; what roles and responsibilities reside with them."

— **Bhongoletu**, Supply Chain Manager, Transport Company

Program Agenda

Day one

Connection between Change Management and business results

Business case for Change Management

Change Management benchmark and best practices data

How to position yourself for sponsorship success

How to position your projects for strategic success

Day two

How to position your organization for change success

Change models: Prosci® 3-Phase Change Management

Process and ADKAR® Model

Critical roles in leading change

Day three

Organizational change maturity

Materials

- Program workbook, assessments and handouts
- Best Practices in Change Management
- Change Management: The People Side of Change
- ADKAR®: a model for change in business, government and our community
- Executive Summary of Change Management

After the Program

Participants will be supported by our customer service and the materials provided. Change Management capabilities can be enhanced by choosing one of our advisory services.

After the Program

01 Assistance

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

After the Program

02 Prosci® support materials

One-year access to the Prosci® portal, where Practitioners 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/2tUvxKk>

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

A solid red vertical bar is positioned on the left side of the slide.

Contact Tom Marsicano

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andchange.com

See you soon.

and Change