

# Prosci® Experienced Practitioner Program



learn  
**and Change**

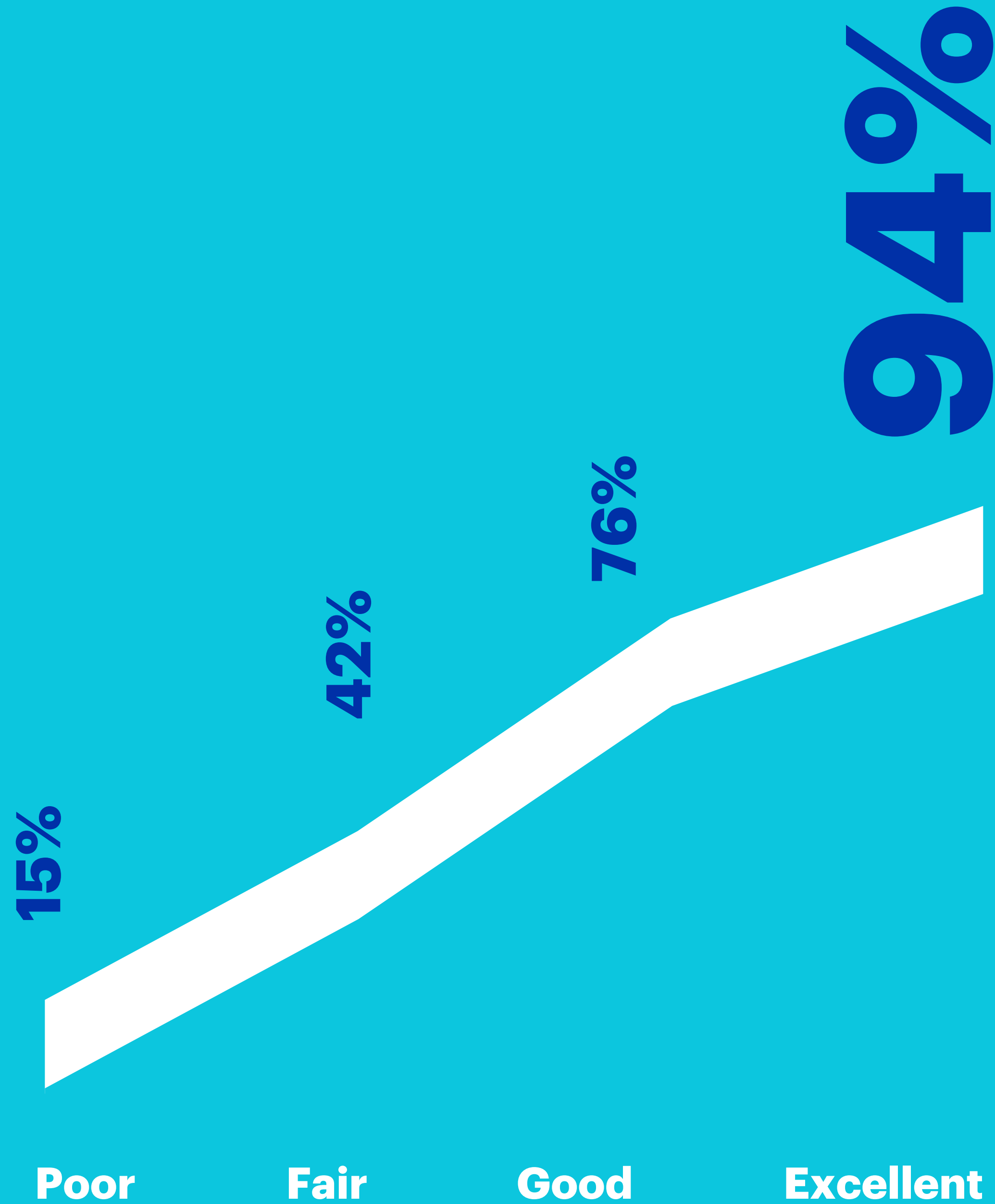
# A few words about the Prosci® methodology

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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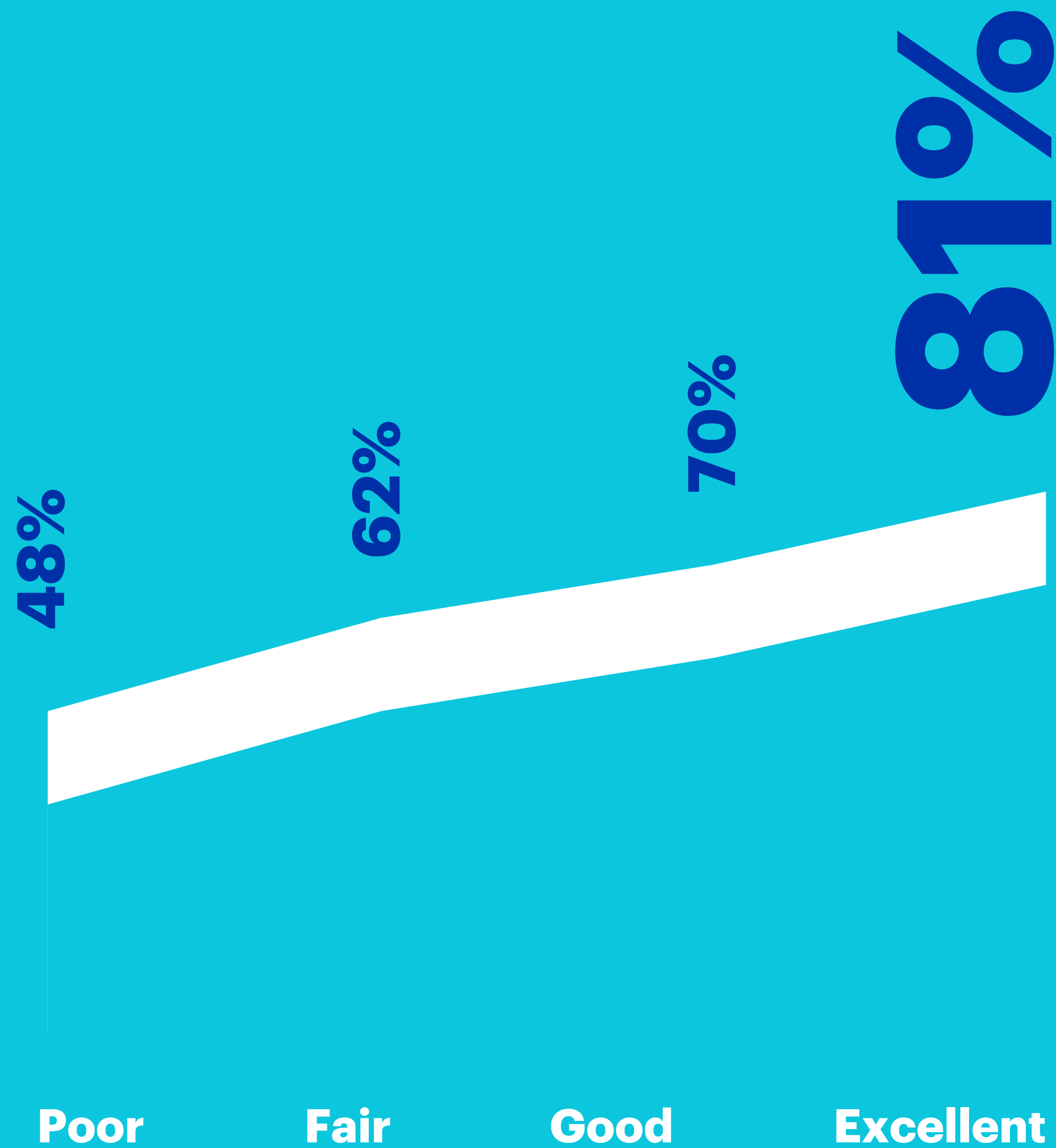
**of Fortune 100  
companies  
choose Prosci®**



**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

The Experienced Practitioner Program provides a deeper look into advanced Change Management and its implementation, with the unique opportunity to collaborate with other experienced practitioners and to work on complex change scenarios.

# Why this Program?

During this intensive workshop participants will apply **new thinking and strategies** to your Change Management work.

Participants will be provided with a research-based framework, tools and a network of experienced peers to discuss about techniques and tactics for achieving sustained change.



# Who is it for?

- Experienced change professionals who have already applied **Change Management** on many different types of projects with varying degrees of complexity

# **Enhancing Change Management capability and skills**

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## Why Prosci®?

# 01 Use the Program Workbook

In-class activities and slides to keep learning

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**Why Prosci®?**

# **02 Learn from Practitioners**

On the latest version of the Best Practices book

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**Why Prosci®?**

# 03 **Assess your maturity**

With the Maturity Model™ Audit

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**Why Prosci®?**

# 04 Check project health

Diagnose and track with the Project Change Triangle™

# Program Pre-requisites

This is an improvement Program, so Participants must respect the following preparatory steps.

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# Program Pre-requisites

- Attend Prosci® Change Management Certification Program
- Apply the Prosci® methodology to at least one change project - better if multiple projects
- Have Change Management application experience
- Pass a Program entrance exam
- Complete a comprehensive literature review



# Outcomes

## **Participants will understand:**

**Change Management discipline through a complete review of its literature.**

## **Participants will apply:**

**The merged approaches you have learned during the three days.**

## **Participants will learn:**

- **Cutting-edge Change Management topics**
- **Change portfolio management**
- **Change Management measurement**
- **Change program management**
- **Leadership engagement**
- **Resistance management**

# Program Agenda

## **Day one**

History and evolution of Change Management

Analysis of Change Management models

Compare and contrast presentations

Before we start Change Management

## **Day two**

Advanced Change Management applications

Team structures

Resourcing and budgeting

Integrating project and Change Management

Sponsor engagement

Management engagement

Resistance management

## **Day three**

Change Management measurement

Beyond Change Management

Enterprise change capability

# Materials

- eBest Practices
- Prosci® Change Management Maturity Model Audit
- Prosci® PCT™ Analyzer
- Change Management ROI Calculator
- One-year access to Prosci® portal and eToolkit

# After the Program

Change Practitioners who improve their capability with this Program will be supported by our customer service and the materials provided.

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## After the Program

# 01 **Three-month sustainability program**

A post-class sustainability program to help Change Practitioners refine and adjust the strategies prepared during the course, so they can be put in practice with their team.

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# After the Program

## 02 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

# 03 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/2sOnbEN>

# 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**