

PM Conference eFocus 21.10.2015
Emotions in Projects
Uwe Sachs -

Für **X** Moments, die bewegen.

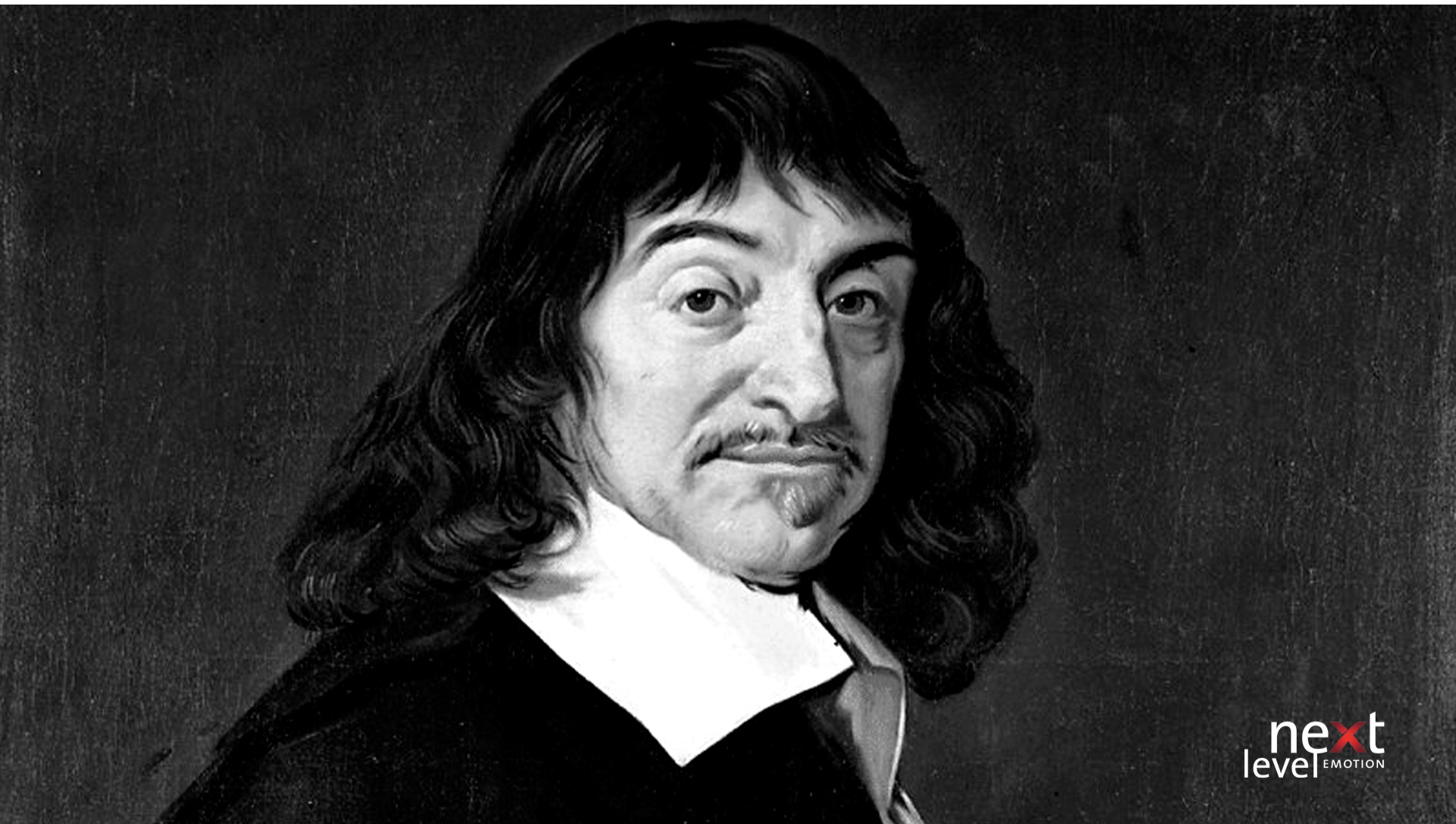
a company of next level consulting



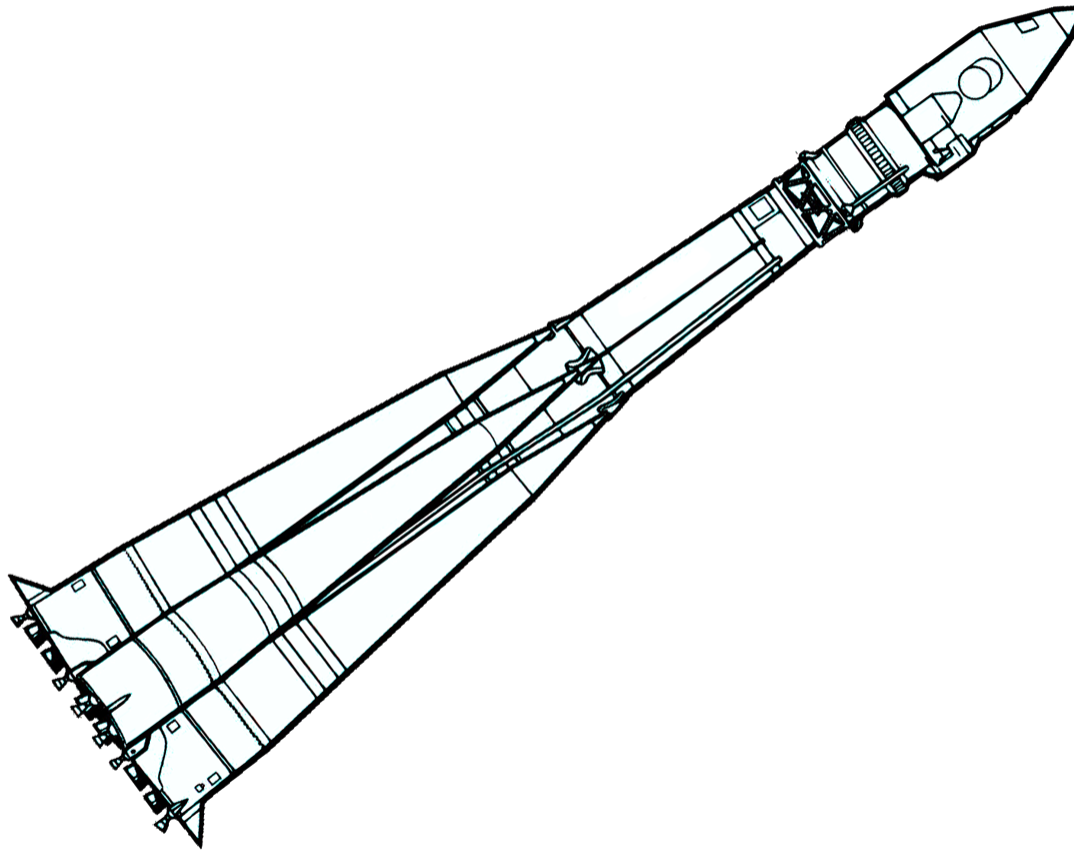
next
level EMOTION



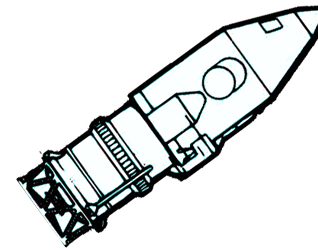
next
level EMOTION

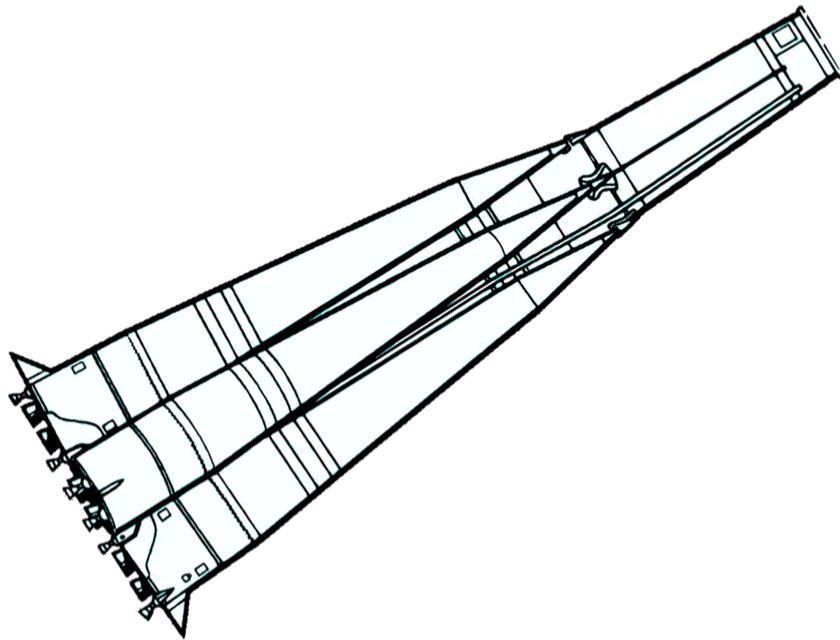


next
level EMOTION

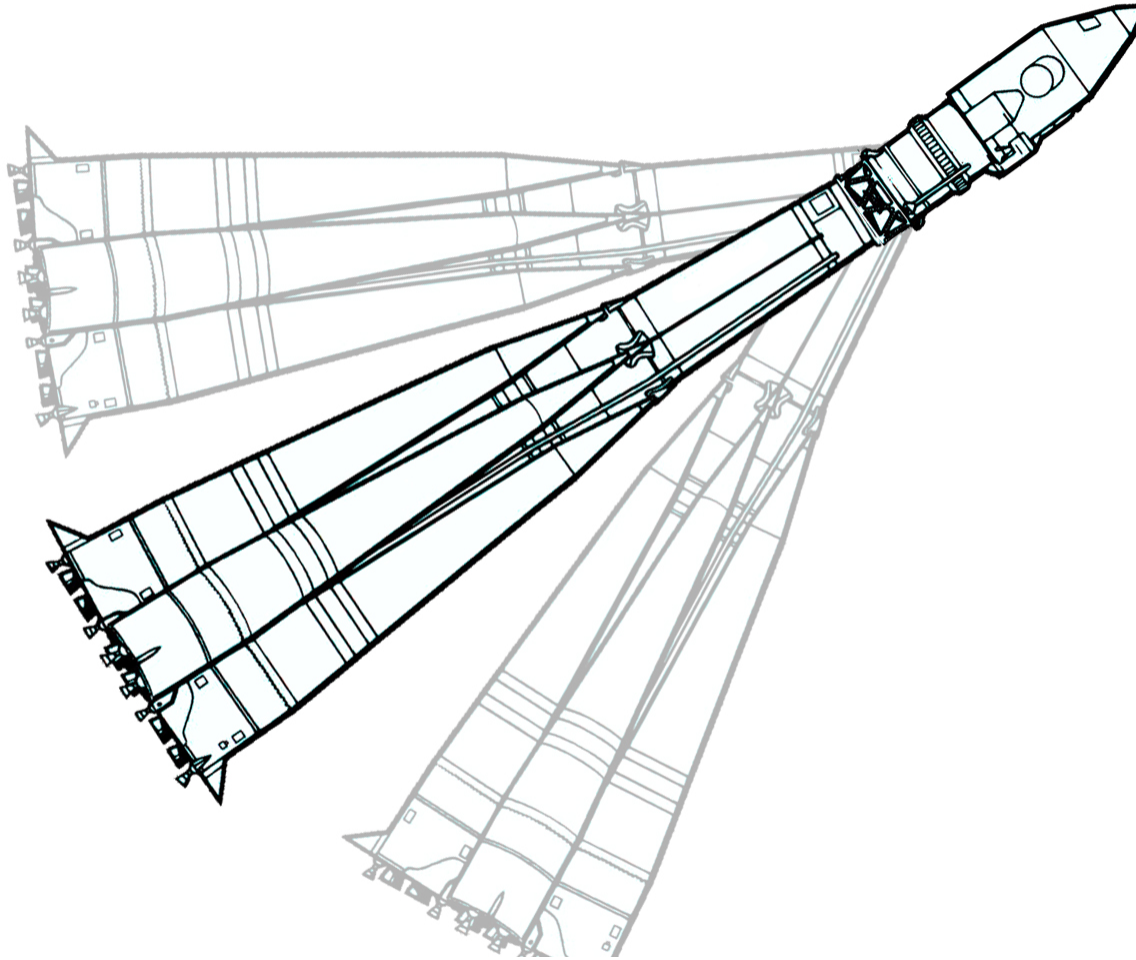


next
level_{EMOTION}

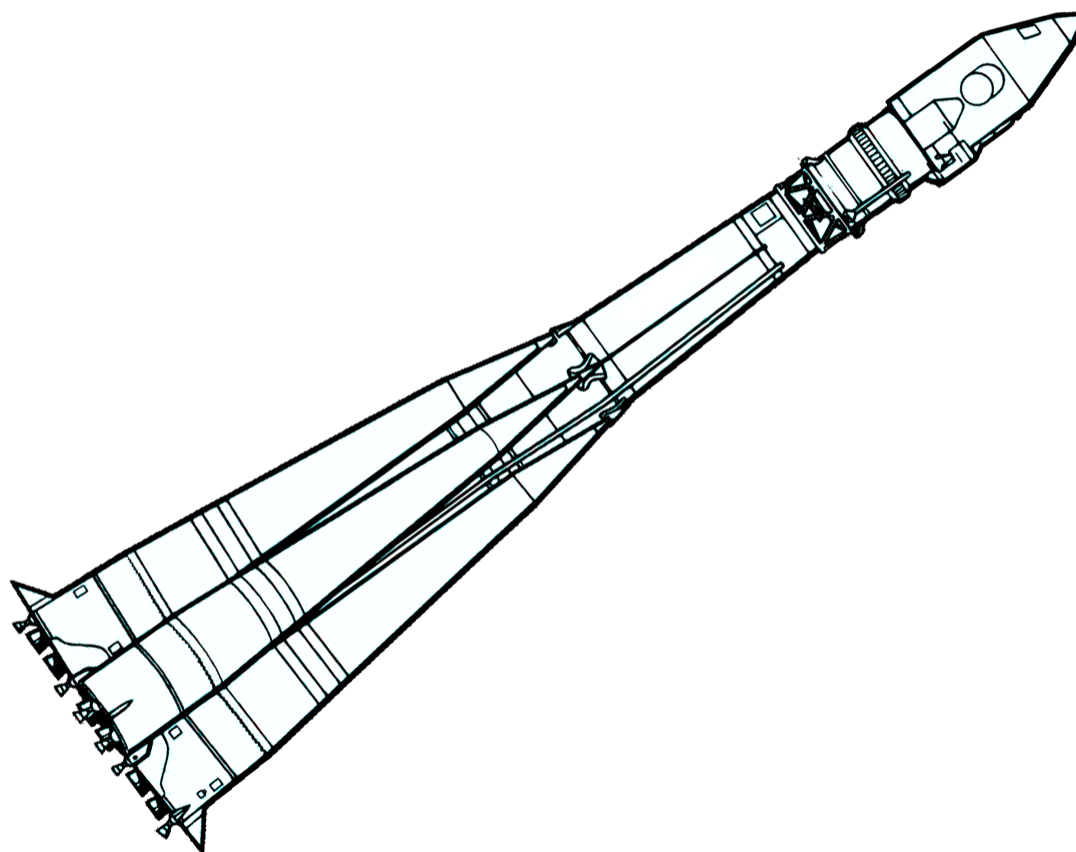




next
level_{EMOTION}



next
level EMOTION



next
level EMOTION



5 TIPS FOR SOCIAL CONTROLLING IN YOUR PROJECTS



5

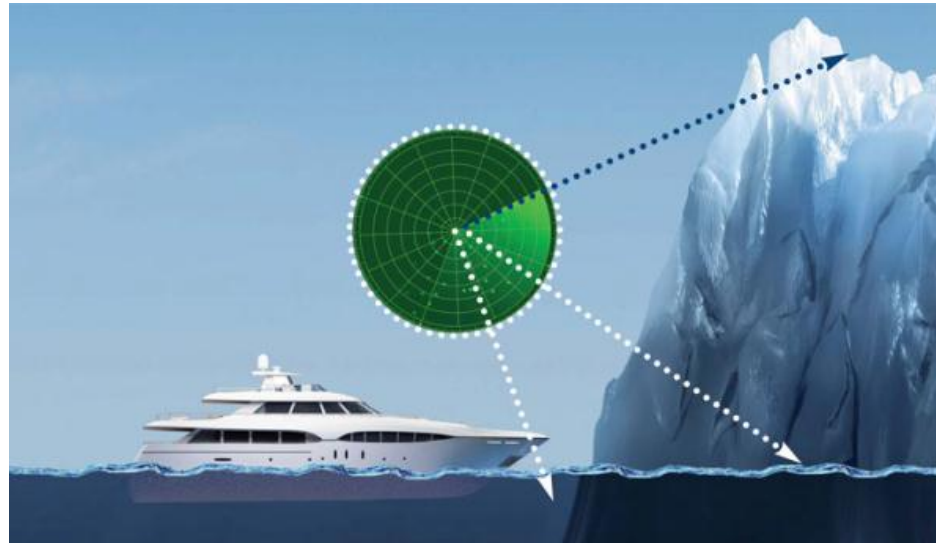
TIP 1

- PTM's looking for sense – Create an environment where they can realize their own full potentials



TIP 2

- Your Team members need a clear framework within they can organize themselves:
 - Basic Agreements
 - Objectives / Goals
 - Structure – Clear Roles and Responsibilities
 - Etc.



TIP 3

- Establish an open communication in your Project:
 - Allow different opinions and conflicts
 - Moderate tough discussions
 - Use a non-dramatic language
 - Make sure that there is Transparency in your Project



TIP 4

- It is a general mistake that
 - all our thoughts and actions are based on pure factual fundamentals
 - emotions should be left out the business life
 - but...
- emotions influences our performance!



TIP 5

- Resistance and demotivated behaviour are typical signs of an emotional condition – and at the same time just a subjective evaluation of a not expected or not appreciated performance
- Different Approach: People always have good reasons for their attitude
- Work with open questions:
 - What exactly is the issue?
 - How can we resolve that?
 - Etc.



QUESTIONS?

next
level EMOTION



THANK YOU...

next
level EMOTION

