



## ABOUT US

The *Integral* Group Limited (TIGL) is a down to earth, pragmatic consulting company who believe in bringing traditional rural values to city business. Our philosophy is simply to get on with the job and get results for our clients - but have fun while we are doing it!

Our areas of expertise include:

- procurement
- project management
- negotiating
- responding to tenders
- knowledge management
- facilitation techniques
- section 17A review

We have:

- run over 400 procurement projects
- run over 40 procurement training workshops
- managed hundreds of projects
- run over 100 project management workshops
- helped over 80 clients respond to tenders
- worked with over 60 councils

Our consultants are passionate about providing clients with practical solutions that are appropriate for them. A commonsense approach is applied to ensure our clients' solutions are successfully embedded with their business.

*We do what we do well so you can do your core business well.*

# PROJECT MANAGEMENT

A 2 day workshop, where even the most experienced people will take away new learnings.

## Less Stress • More Success

- *Are you under pressure to deliver projects?*
- *Have you made commitments for funding or long term planning that you're struggling to deliver?*
- *Do you have any new project managers?*
- *Are your project managers under stress?*
- *Do your staff understand what your project managers do?*

## WHAT ARE THE ISSUES?

Common issues through not doing project management properly include:

- poor planning leading to poor project performance
- projects heading towards failure
- projects not delivered and budgets unspent - future failures
- unnecessary stress and anxiety
- unhappy communities, councillors, clients, funders, project teams and management
- business needs are not met - complaints
- projects cost more than they should
- timelines not met
- scope creep

## WHO SHOULD ATTEND?

This workshop is intended to instill the basics of good project management at all levels of an organisation. It is appropriate therefore for a wide range of staff and will benefit anyone who:

- has little or no prior project management experience
- is working as part of a project team
- is in a support role to a project
- hopes to be selected for inclusion in a project team
- is a project manager
- is a project sponsor

## WHAT WILL I GET OUT OF THIS WORKSHOP?

This workshop will provide participants with:

- an overview of project management
- knowledge of the four key phases of the project management life cycle
- an introduction to the psychology of business and how it applies to project management
- a set of pragmatic tools and techniques that are fast and effective and can be used day to day as well as on projects
- an introduction to the Right Track Workshop
- understanding of the dangers that arise from poor project management
- an introduction to the terminology of project management
- an understanding of why project management is important.

We will work through real life projects that participants are working on, or are about to work on. This embeds the learnings with a focus on planning projects, as that is where most of them go astray.



## FOR FURTHER INFORMATION

**Kerry Washington**  
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## TESTIMONIALS

*“An interesting and interactive workshop which provides a good insight into how projects, especially their planning, can be run using easy tools.”*

*Russell Pearson - Invercargill City Council*

*“Knowing nothing about project management I feel I could comfortably work through one with all the new tools and advice that has been given.”*

*Lisa DeRooy - Westland District Council*

*“Very strongly recommend this course to anyone who manages projects.”*

*Dean Phibbs - Buller District Council*

*“You will not know what you are missing out on in your business until you have been to this workshop.”*

*Mitchell Jaram - Te Whare Wananga O Awanuiarangi*

*“A course with real focus on a practical approach to manage a project, which can relate to all levels of an organisation.”*

*Raj Govind - ECL Group*

## WHAT WILL BE COVERED?

- The psychology of business
- Why is good Project Management important?
- The consequences of projects going wrong
- How can we manage projects better?
- Key philosophies of better project management
- Introduction to The Project Management Life Cycle
- Project Management Process - The "Initiate" phase
  - Right Track Workshop
    - Stakeholder analysis
    - Communications planning made simple
    - Risk analysis
    - Needs and wants analysis
    - Team
    - Project Governance and roles
- The "Planning" phase
  - Overview of the Planning phase
  - Covering the bases
  - Project planning technique
  - Project planning exercise
  - Developing the written project plan
- The "Delivery" phase
  - Resourcing the project
  - Managing delivery
  - Keeping track simply
  - Fast methods of monitoring and reporting
  - Managing people
- The "Close" phase
  - Debriefing
  - Reviews
  - Reporting
  - Lessons learnt and follow-up

## WHAT IS THE RIGHT TRACK WORKSHOP?

The Right Track Workshop was developed in 2014. It is a pragmatic and effective tool which we use at the beginning of every project, and train at all the Project Management and Procurement Training workshops that we run.

## WHERE IS THE TRAINING?

If you choose to hold a workshop **in-house**, all you have to do is provide a suitable venue and appropriate support

Or we can host the workshop in Rural Martinborough (request information)

Or you can attend a **public** workshop (see link below for dates and locations).

## HOW MUCH DOES IT COST?

**In-house workshops** - 2024 pricing as per the table below:

	No. of Attendees	Initial Cost	Cost per extra person
Standard pricing	1 - 10	\$15,000	\$1,500
Special offer pricing - booked or delivered by end October 2024 (A saving of \$4,500) Promo Code TIGL24#1	1 - 13	\$15,000	\$1,500

**Public:** pricing is \$1,500 per person

For the next public workshop dates click [here](#).

TIGL's pricing conditions for this training are:

- prices are exclusive of GST
- credit term is 20th of the month after invoice date
- the only disbursements claimed are for out of town travel and mileage
- TIGL supply materials and workbooks
- the client supplies the venue and catering

## GUARANTEE

TIGL absolutely guarantee our work. Our satisfaction guarantee to you is that:

- in the unlikely event that you're not satisfied with our work, we would make sure that we work with you to put it right
- if at any time you're not satisfied with the value you've received when we invoice you, then we ask you to pay the value that you deem appropriate.