

#### **PROJECT-MANAGEMENT SKILLS**

- How to Write a Business Case "Getting Approval and Funding for Your Project"
- Action Plans "Small Scale Planning"
- Gap Analysis "Reaching Your Ideal Future State"
- Kanban Boards "Managing the Delivery of Your Project"
- Work Breakdown Structures "Mapping Out the Work Within a Project"
- Project Dashboards "Keeping Your Project on Target"
- Overcoming Cultural Barriers to Change "Moving to a High Performance Culture"
- Bridges Transition Model "Guiding People Through Change"
- Changing People's Habits "Encouraging and Sustaining New Behaviors"
- Leavitt's Diamond "An Integrated Approach to Change"
- Why Change Can Fail "Knowing What NOT To Do"
- Scheduling Simple Projects
- Gantt Charts "Scheduling projects with dependent stages"
- Critical Path Analysis and PERT "Scheduling complex projects"
- Log Frames and the Logical Framework Approach "Planning robust, coherent, successful projects"
- Planning Large Projects and Programs
- How to Use Burndown Charts "Keeping Your Projects on Track"
- Managing Project Uncertainty "Planning for the Unknown"
- Effective Scrum Meetings
- SIPOC Diagrams "Making Sure Change Process Serves Everyone"
- After Action Review Process "Learning From Your Actions"
- Conducting a Project Health Check "Finding Out How a Project is Progressing"
- Scope Control Avoiding Too Many Changes in Projects
- Working with Project Sponsors
- The Change Curve "Accelerating and Improving Change"
- Estimating Time Accurately
- The Planning Cycle "A planning process for middle-sized projects"
- Influence Maps "Uncovering where the power lies in your projects"
- Kotter's 8-Step Change Model "Implementing change powerfully and successfully"
- Why Projects Fail "Learn How to Avoid Project Failure"
- Stakeholder Management "Communicating to win support for your projects"
- Stakeholder Analysis "Working out whose support you need"
- Risk/Impact Probability Chart "Learning to prioritize risks"
- Project and Program Governance "Using Sr Mgmt Support to Ensure Success"
- Business Requirements Analysis "Agreeing to What Will and Will Not Be Delivered"
- Project Initiation Documents "Getting You Project Off to a Great Start"



# PRACTICAL-CREATIVITY SKILLS

- Encouraging Team Creativity "Helping Your People Think Creatively"
- Brainwriting "Getting More From Your Idea Sessions"
- The Charette Procedure "Brainstorming Multiple Idea with Multiple Stakeholders"
- Online Brainstorming "Using Technology to Harness Your Team's Ideas"
- Crawford Slip Writing Method "Generating Ideas and Solutions from Many Contributors"
- Reversal "Improving products and services"
- Brainstorming "Generating many radical ideas"
- Random Input "Making creative leaps"
- DO IT "A simple process for creativity"
- Reverse Brainstorming "A different approach to brainstorming"
- Attribute Listing, Morphological and Matrix Analysis "Creating new products, services and strategies"
- Provocation "Carrying out thought experiments"
- Concept Fan "Widening the search for solutions"
- Reframing Matrix "Looking with different perspectives"
- TRIZ "A powerful methodology for creative problem solving"
- The Simplex Process "A powerful problem-solving process"
- SCAMPER "Generating new products and services"

#### TEAM MANAGEMENT

- Theory X and Y "Understanding Team Member Motivation"
- How to Have a Great One on One "Catch Problems Early and Build Trust"
- Successful Delegation "Use the Power of Other People's Help"
- Management by Walking Around (MBWA) "Keeping Your Finger on the Pulse"
- How to Manage When Values Clash "Working Together Despite Different Beliefs"
- Meeting Your New Team "Taking Your First Steps Toward a Positive Working Relationship"
- Avoiding Micromanagement Helping Team Members Excel on Their Own
- Coaching with Feedback Helping Your People Improve Their Performance
- Managing Harmony in Your Team
- Using OKRs "Aligning People's Objectives with Organizational Goals"
- Managing Virtual Teams "Team Working That Overcomes Time and Space"
- Gaining the Trust of Your New Team
- The Three Component Model of Commitment



## **PROBLEM-SOLVING SKILLS**

- Avoiding Logical Fallacies "What They Are and How to Avoid Them"
- Constructive Controversy "Improving Solutions by Arguing For and Against Your Options"
- Jain and Sharma's BADIR Framework "Extracting Information from Data , Intelligently"
- 8D Problem Solving Process "Finding Permanent Solutions"
- The Straw Man Concept "Build It Up, Knock It Down, and Create a Final Solution"
- Flow Charts "Identify and Communicate Your Optimal Process"
- Appreciation "Extracting maximum information from facts"
- Cause & Effect Diagrams "Identifying likely causes of problems"
- Flow Charts "Understanding process flows"
- Risk Analysis and Risk Management
- SWOT "Analyzing your strengths, weaknesses, opportunities and threats"
- PEST Analysis "Understanding big picture forces of change"
- Porter's Five Forces "Understanding the balance of power in a situation"
- Core Competence Analysis "Get ahead; stay ahead"
- Critical Success Factors "Identifying the things that really matter for success"
- The Greiner Curve "Surviving the crises that come with growth"
- The McKinsey 7S Framework "Ensuring all parts of your organization work in harmony"
- Affinity Diagrams "Organizing ideas into common themes"
- Appreciative Inquiry "Solving problems by looking at what's going right"
- The Marketing Mix and the 4 Ps "Understanding how to position your market offering"
- The Ansoff and Boston Matrix
- USP Analysis "Finding your competitive edge"
- 5 Whys "Getting quickly to the root of a problem"

# STRATEGY TOOLS

- Lafley and Martin's Five Step Strategy Model "Making Effective Strategic Choices"
- Hambrick and Frederickson's Strategy Diamond "Developing a Cohesive Strategy"
- Baker's 4 Strategies of Influence "Using Logic and Emotion To Change People's Thinking"
- Carroll's Pyramid of CSR "Building Both Profits and Reputation"
- Business Process Reengineering "Using Radical Change to Improve Organizational Performance"
- Disruptive Technologies "How to Capture a Market by Appealing to Neglected Customers"
- SOAR Analysis "Focus on the Positives and Opening Up Opportunities"



### **DECISION-MAKING SKILLS**

- Organizing Team Decision Making "Reaching Consensus for Better Decisions"
- Pareto Analysis "Choosing what to change"
- Grid Analysis "Making a choice taking into account many factors"
- Force Field Analysis "Analyzing the pressures for and against change"
- Cost/Benefit Analysis "Seeing whether a decision makes financial sense"
- Decision Trees "Choosing by valuing different options"
- Blindspot Analysis "Avoiding Common Fatal Flaws in Decision Making"
- Reactive Decision Making "Making Good Decisions Under Pressure"
- The Ladder of Inference "Avoiding Jumping to Conclusions"
- The TDODAR Decision Model "Considering Your Option Under Pressure"
- The Vroom-Yvette-Jago Decision Model "Deciding How To Decide"
- Linear Programming "Optimizing Your Limited Resources"
- ORAPAPA "A Checklist for Making Better Decisions"
- Decision Making Under Uncertainty "Choosing With Limited Available Information"
- Starbursting "Understanding options better by brainstorming questions"
- Cash Flow Forecasting "Analyzing whether an idea is financially viable"
- Paired Comparison Analysis "Working out the relative importance of different options"
- Stepladder Technique "Making better group decisions"
- PMI "Weighing the pros and cons of a decision"
- Innovation Process Steps "Making the Right Decision Every Time"
- Six Thinking Hats "Looking at a decision from different perspectives"

#### STRESS MANAGEMENT

- Surviving Long Hours at Work "Thriving with a Demanding Schedule"
- Top 10 Personal Morale Boosters "Stay Happy and Productive at Work"
- How to Keep Calm in a Crisis "Staying in Control When Times Get Tough"
- The Inverted U Model "Balancing Pressure and Performance"

## CAREER SKILLS

- Dealing with Rude Customers "Managing Your Emotions in a Hostile Confrontation"
- Working with Rivals "Keeping Your Integrity While Protecting Your Territory"



### COMMUNICATION SKILLS

- Written Communication
- Tune Your Communication "Picking the Right Channel for Your Message and Audience"
- How to Tell Your Boss He's Wrong "Being Right Without Being Out of Order"
- Making a Great First Impression
- The Johari Window "Helping people understand one another"
- Active Listening "Hear what people are really saying"
- Better Public Speaking and Presentation "Ensure your words are always understood"
- Speaking to an Audience "Communicate complex ideas successful"
- Questioning Techniques "Asking questions effectively"
- Effective Email "How to communicate powerfully by email"
- Writing Skills "Before you write it down, know this"
- Charts and Graphs "Choosing the right format"
- AIDA: Attention-Interest-Desire-Action "Inspiring action with your writing"
- Running Effective Meetings
- Ice Breakers "Setting the scene for productive meetings"
- Facilitation "Guiding an event through to a successful conclusion"
- Win-Win Negotiation
- Business Story Telling "Using stories to inspire"
- Hofstede's Cultural Dimensions "Understanding values around the world"
- Dealing With Unhappy Customers "Turning a Challenge into an Opportunity"
- Communicating in a Crisis
- Working with People You Don't Like "Improving Bad Working Relationships"
- Dealing with Angry People "Learn to Defuse Tense Situations"
- Dialogue Mapping "Bringing Order to Chaotic Meetings"
- How to be Tactful "Responding with Diplomacy and Grace"
- Dealing with Unreasonable Requests "Asserting Yourself Effectively"



# LEADERSHIP SKILLS

- Building Expert Power "Earn Respect by Developing Expertise"
- French and Raven's Five Forms of Power "Understanding Where Power Comes from in the Workplace"
- Blake Mouton Managerial Grid "Balancing task and people-oriented leadership"
- Leadership Motivation Test "How motivated are you to lead"
- Leadership Motivation Tools "Find the passion to lead"
- Winning Expert Power "Leading from the front"
- Leadership Styles "Using the right one for the right situation"
- Emotional Intelligence "Developing strong people skills"
- Mission Statements and Vision Statements "Unleashing the power of purpose"
- Team Effectiveness Assessment "How well do you and your team work together?"
- Forming, Storming, Norming, Performing "Helping new teams perform effectively, quickly"
- Successful Delegation "Using the power of other people's help"
- Mentoring "An essential leadership skill"
- How good are your motivational skills?
- Herzberg's Motivators and Hygiene Factors "Learn how to motivate your team"
- Adam's Equity Theory "Balancing employee inputs and outputs"
- Avoiding Micromanagement "Helping team members excel on their own"
- Conflict Resolution "Resolve conflict rationally and effectively"
- The GROW Model "Coaching team members to improve performance"
- Belbin's Team Roles "How understanding team roles can improve team performance"
- Task Allocation "Picking the right person for the job"



### TIME-MANAGEMENT SKILLS

- How Good is Your Time Management? "Zero in on the time-management skills that will help you most"
- Beating Procrastination "Manage your time; get it all done"
- Activity Logs "Know where your time goes"
- Prioritized To-Do Lists "Taking control of your time"
- Prioritization "Making best use of your time and resources"
- Effective Scheduling "Bringing your workload under control"
- Personal Goal Setting "Planning to live your life your way"
- Locke's Goal Setting Theory "Understanding SMART goal setting"
- The Golden Rules of Goal Setting "Five rules to set yourself up for success"
- In Flow "Maximizing productivity through improved focus"
- Managing Interruptions "Maintain Focus and Keep Control of Your Time"
- Organizing Disorganized People "Motivating Your Team To Change"
- Creating Time in Your Day "Maximizing a Busy Schedule"
- Minimizing Distractions "Managing Your Work Environment"
- Action Programs "Becoming exceptionally well organized"
- Backward Goal Setting "Using backward planning to set goals"
- Time-boxing "Maximizing Your Productivity"
- 5-15 Reports "Easing the Flow of Information"
- The Art of Concise Conversation "Stick to the Point Humanely"