

NLP FOR PROJECT MANAGERS

Make things happen with
neuro-linguistic programming

Peter Parkes

Method and process are important in project management, but knowing how to use them is even more so. As a project manager you can best increase your effectiveness by developing your soft skills, recognising that finesse can be more effective than force. Once developed, you will find that these skills are transferable across project types and whole industry sectors. This book illustrates the application of NLP to develop competencies — better equipping you to communicate across cultures, reframe problems, manage stakeholder groups, resolve conflicts, motivate teams and become an even better leader.

- Uses NLP as a practical and effective method of developing soft skills
- Demonstrates tools to create flexibility and change behaviour
- Covers language and behaviour patterns and cultural context
- Teaches how to lead, motivate and influence others
- Written by a highly qualified project manager, trainer and neuro-linguistic master

ABOUT THE AUTHOR

Dr Peter Parkes has held programme director roles in the private and public sectors, public private partnerships (PPPs), and 'Big 4' consultancy practices. He is a Fellow of the Association for Project Management (APM), of BCS, The Chartered Institute for IT and of the Chartered Management Institute. With the APM he is a Trustee and Board Champion for best practice groups and a regular speaker on aspects of project management. He is a professional member of the Association for NLP and an NLP Master Practitioner.

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Shortcuts to Success
Elizabeth Harrin

PROJECT MANAGEMENT FOR IT-RELATED PROJECTS

Bob Hughes



To be effective, project managers must learn the language of the boardroom. Peter and this book will help you to do that.

Neville Bain
Chairman of the Institute
of Directors

If all books placed as much importance on soft skills as this one then perhaps we might start to see a sea change in the way projects are managed.

Chris Field PMP MBCS CITP
President of PMI UK Chapter

I recommend every project manager reads this book (in addition to PRINCE2!)

Andy Murray CDir
Lead author PRINCE2 2009
Refresh; Director of
Outperform

Business Management

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