

# Project Coaching For Individual Competence



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Young Crew  
Greece

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IPMA<sup>®</sup>  
GREECE

international  
project  
management  
association

# THE CASE OF MUGLA

- From 16/07/2022 to 24/07/2022
- 1 case study , 4 teams
- 5 Competencies in Focus:
  1. Self – reflection
  2. Stakeholder Management
  3. Culture & Values
  4. Conflict, crisis & negotiation
  5. Power & Interest

France  
4.8%

Sweden  
4.8%

Turkey  
19%

Spain  
19%

Greece  
19%

Italy  
19%

Germany  
14.3%



# Meet Our Best Team



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Financial Analyst at Aegean Airlines, BSc Mathematics, University of Athens



# THE CASE OF MUGLA

The purpose of the case study was to encourage people to use active transport options when commuting to the University of the region, in the pandemic/post pandemic world.

- Promote sustainable transport options
- Alleviate the pressure on public transport systems
- Raise environment awareness



University of Mugla

# Self-Reflection & Self Management

## Training For:

## Tasks:



Reflect, acknowledge situations and emotions



Understand behaviors , preferences values



Self management



Daily self reflection



Mapping your learning



Evaluate the Project



# Stakeholder Management



## Training

- Identify stakeholders
- Identify and document each stakeholder's role and impact.
- Prioritize stakeholders
- Develop a communications plan for stakeholders and manage stakeholder expectations

## Tasks

- Act as a “consulting company” that is hired to make a stakeholders mapping.
- Analyze the stakeholders, their interests and their level of influence
- Create alternative scenarios in order to solve a problem
- Propose Strategic Solutions



# Culture & Values



## Tranining

- Values and cultural awareness
- Respect for different values and cultures
- Alignment with different cultural environments
- Organizational /wider society values and culture



## Tasks

- Act as a “consulting company” that is hired to find a solution with a conflict regarding the university values.
- Analyze the how to overcome this situation
- Describe the best reaction to the scenario

Values



Behaviour



Culture



# Conflict, Crisis & Negotiation

## Appreciate Their Individual & Combined Achievement



### Training:

- Negotiation Skills , finding a compromise
- Conflict stage models
- Solving Conflicts
- Understand stress levels and the value of conflicts in team building



### Tasks:

- LAct as a “consulting company” to negotiate and handle a crisis, conflict.
- Negotiate the budget and project delivery timing.
- Propose alternatives and find a



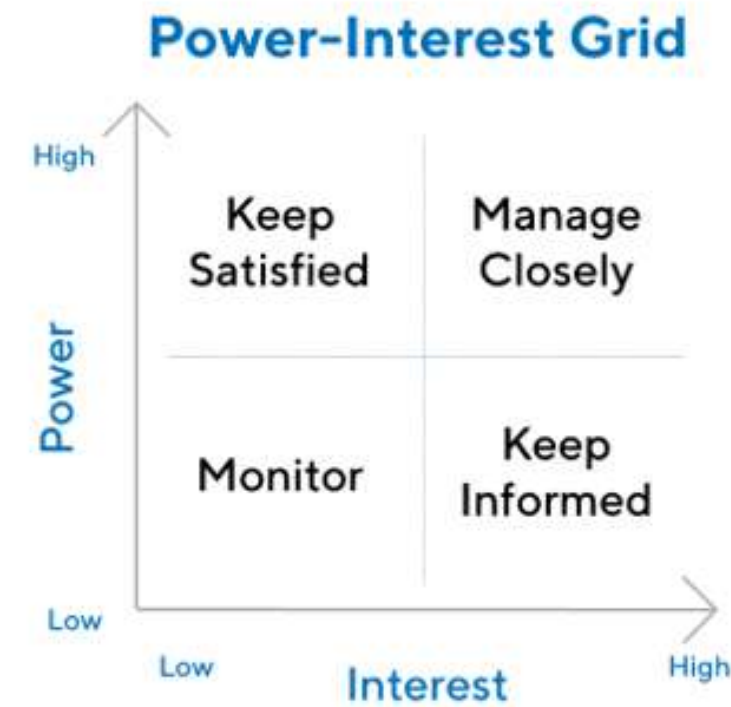


INTEREST  
RATES



#1

# Power & Interest



## Tasks:

- **Act as a “consulting company” to analyze the situation from a power and interest standpoint**
- **Propose a strategy how to handle a potential conflict of power and interest**

## Training:

- Recognizing and using influence
- Discovering power values
- Understand stakeholders power and interest
- Strategic Thinking/ Political Astuteness

# The Learning



# The Learning





# The Learning





# The Learning





# The Learning





# The Learning



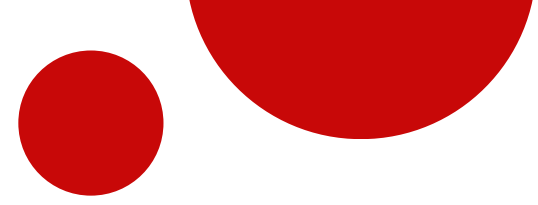


# The Learning





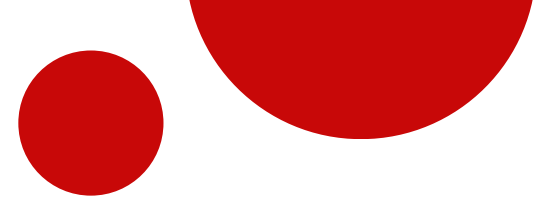
# The Culture





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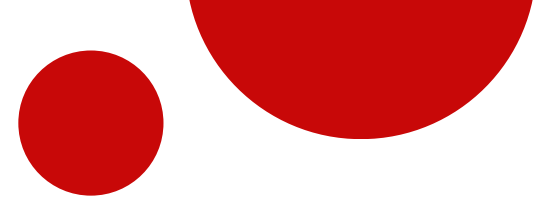
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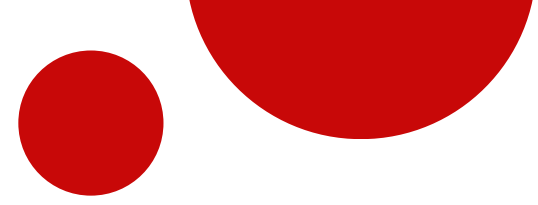
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# The Culture

KINGS TOMBS DALYAN



# The Culture

## KINGS TOMBS DALYAN





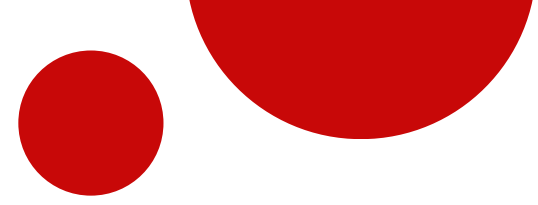
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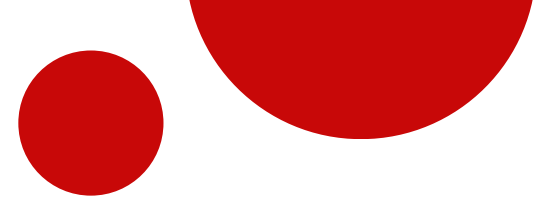
# The Culture





# The Culture

CITY HALL & FOLKLORE MUSEUM



# The Culture

## CITY HALL & FOLKLORE MUSEUM





# The Culture

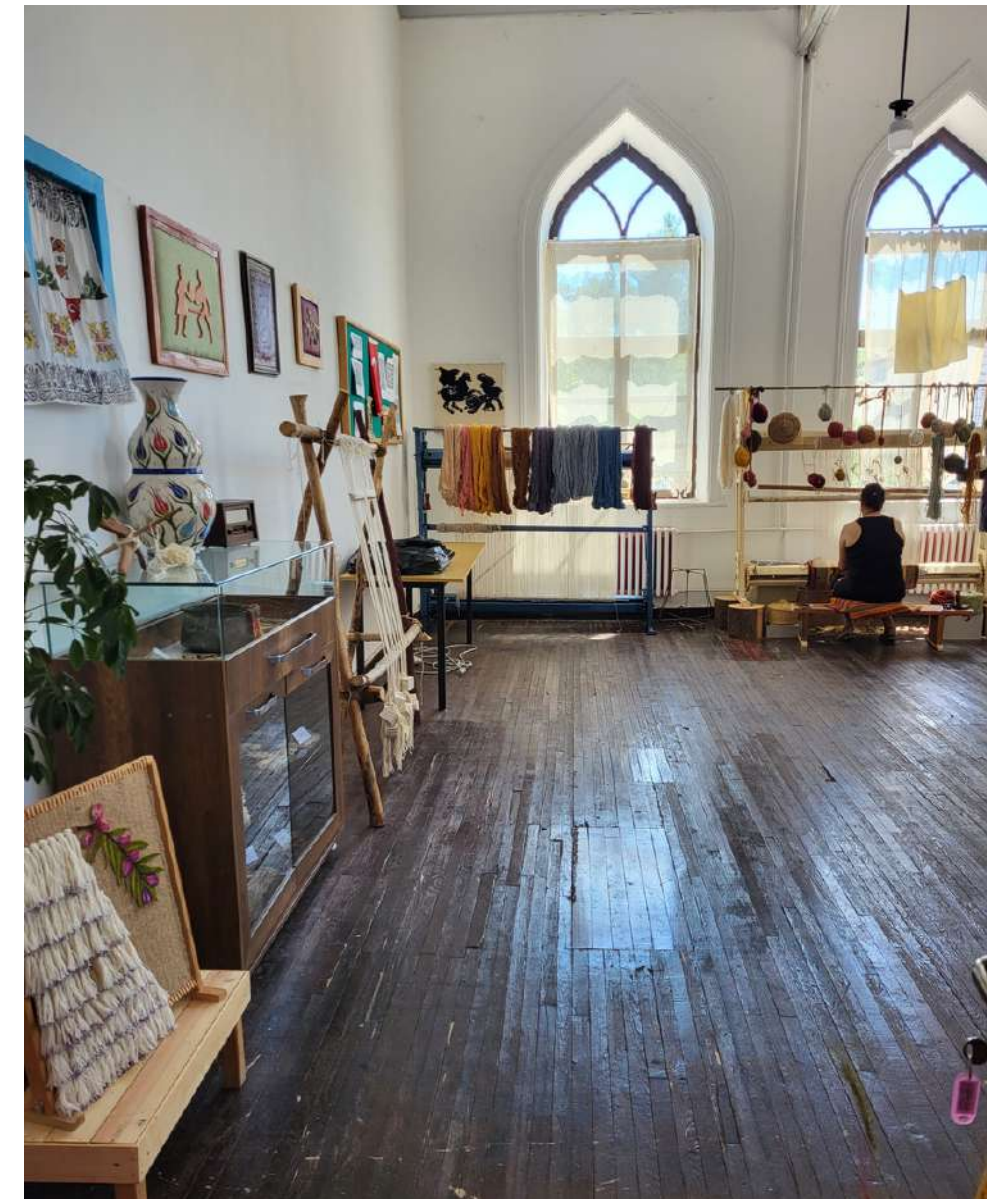
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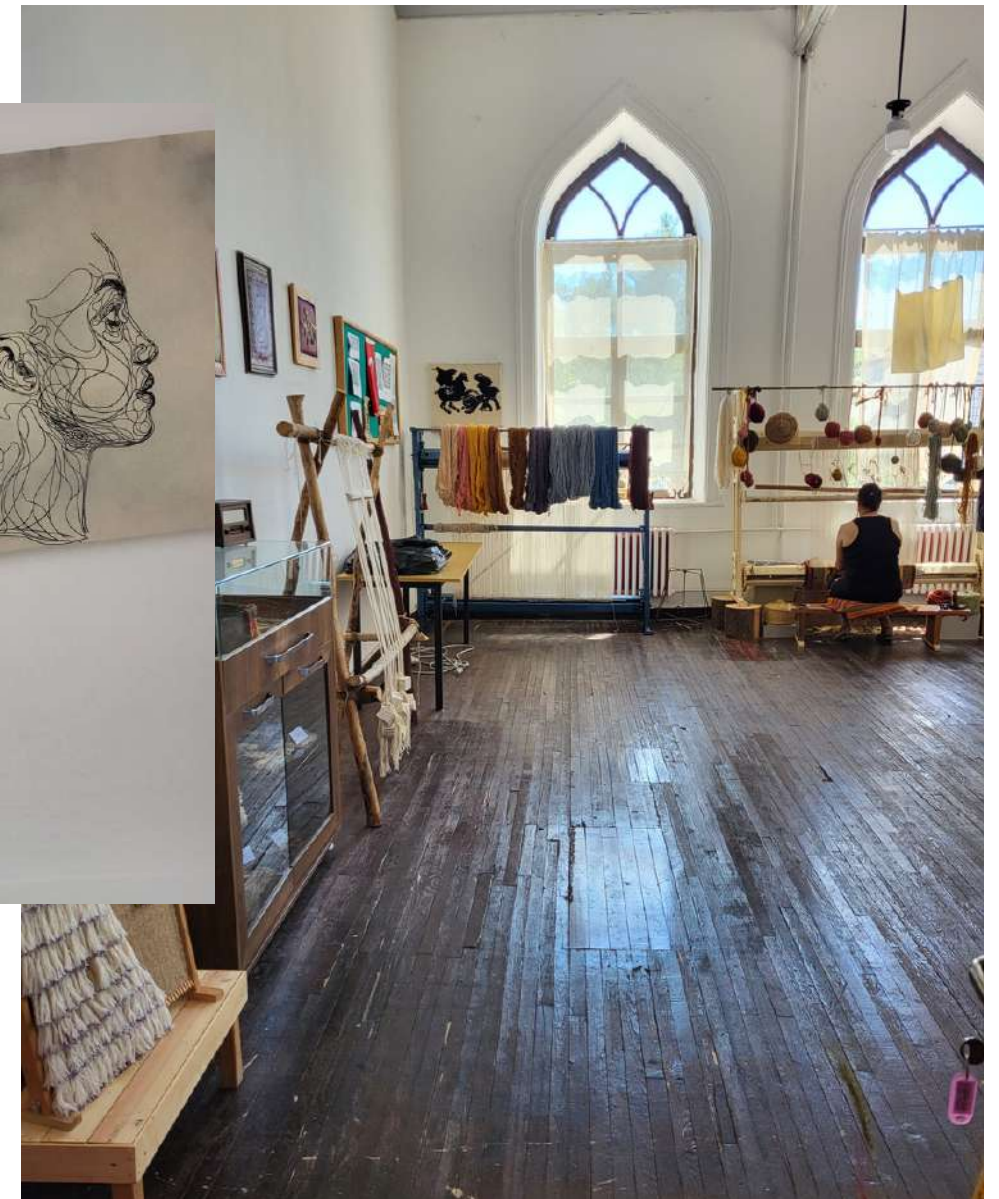
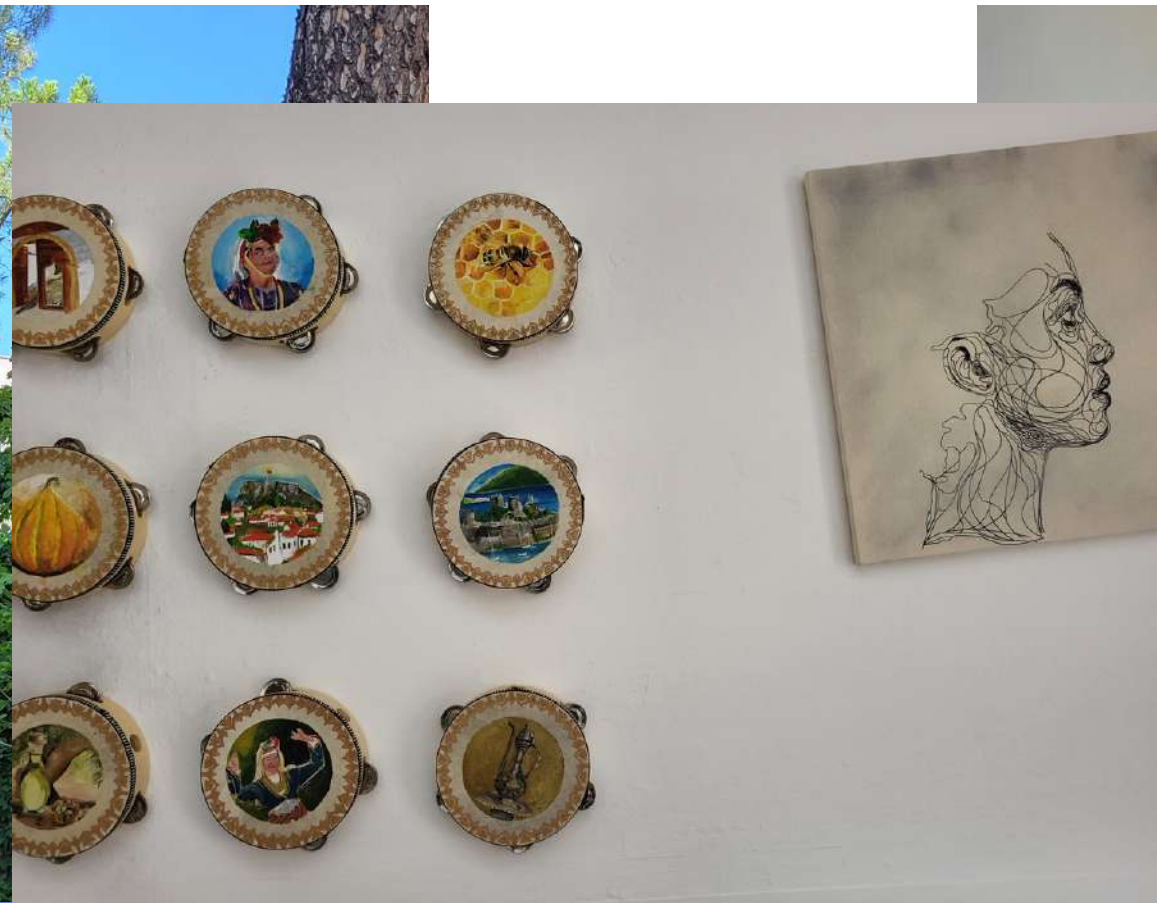
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# The Culture

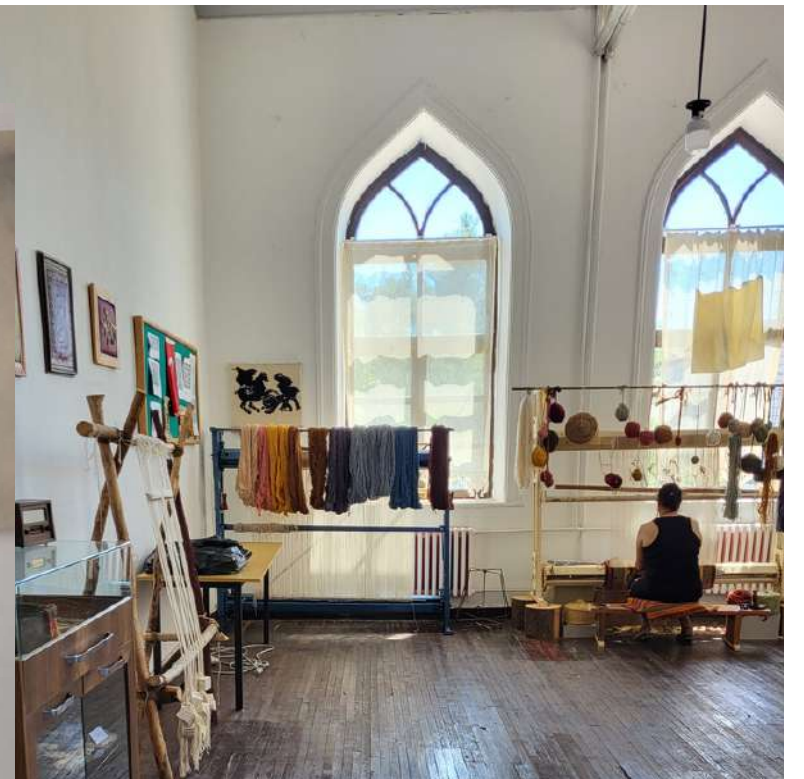
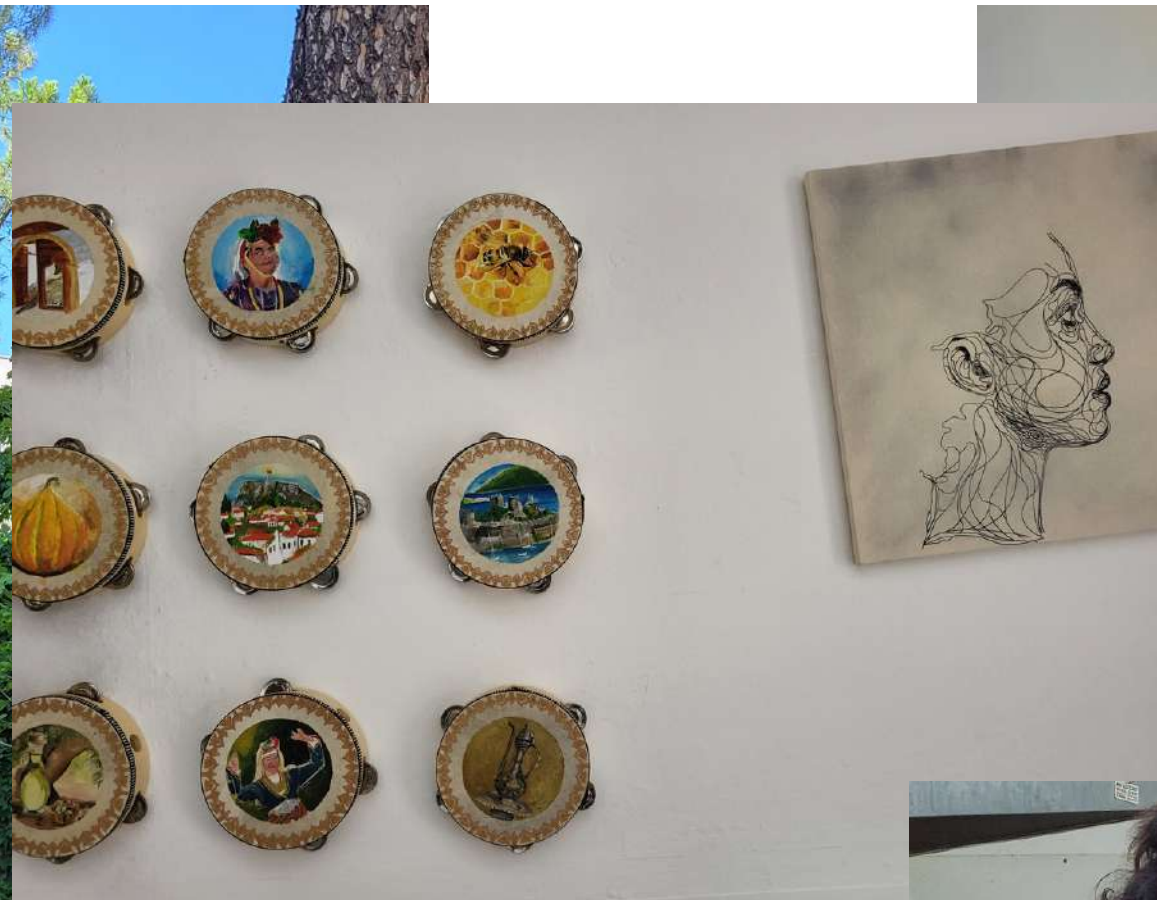
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# The Culture

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# The Culture

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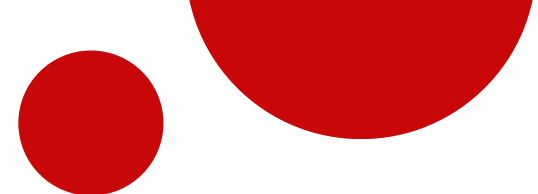


# The Nature





# The Nature



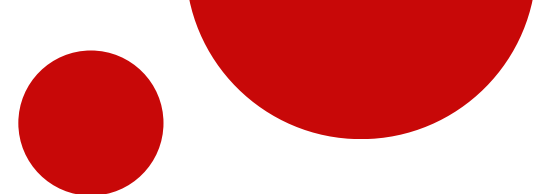


# The Nature





# The Nature



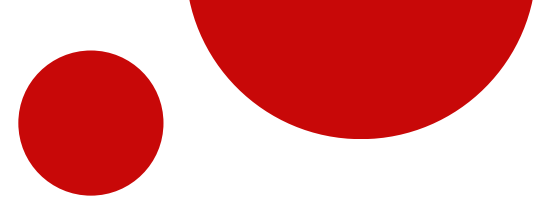


# The Nature





# The Food





# The Food



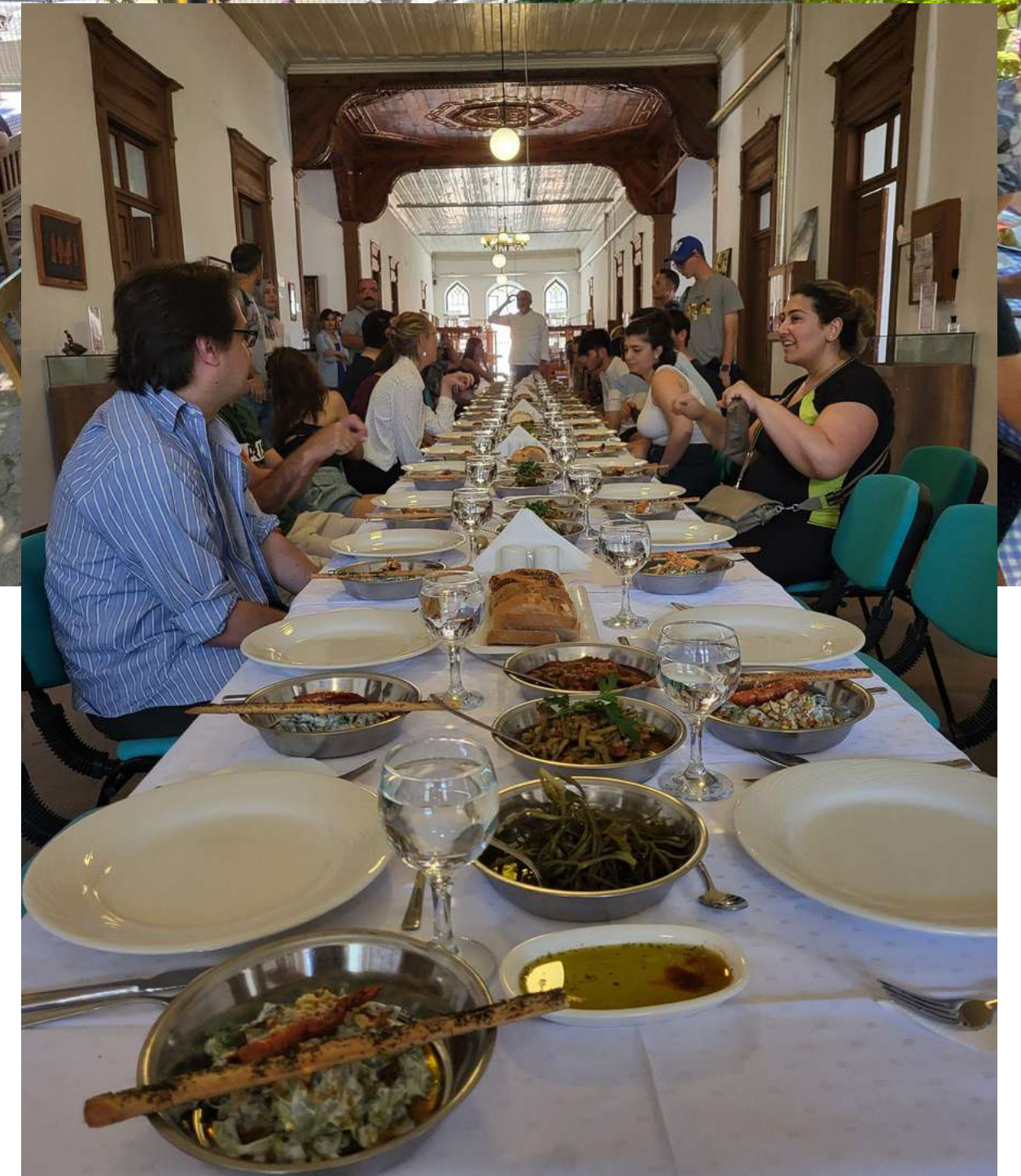


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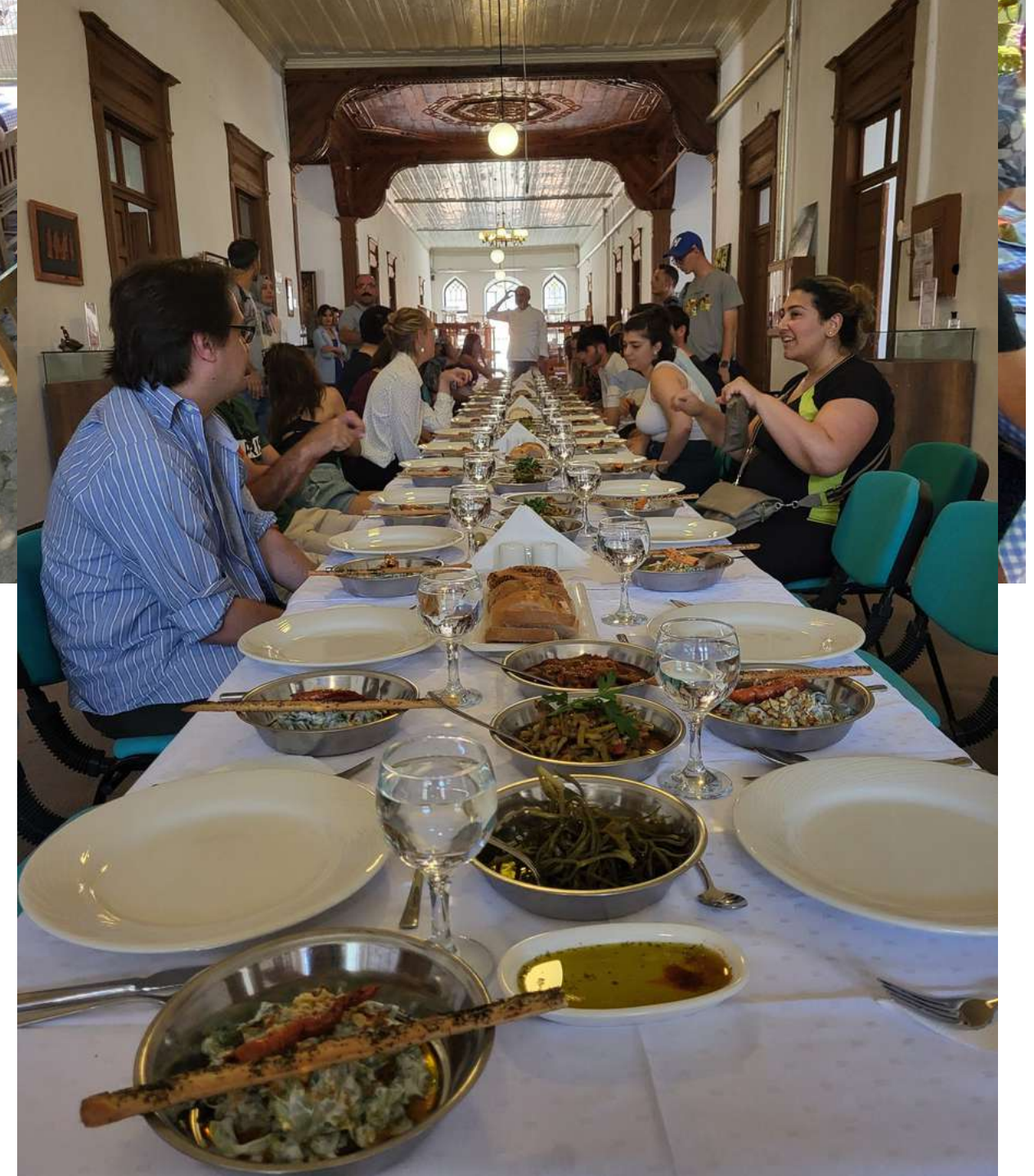
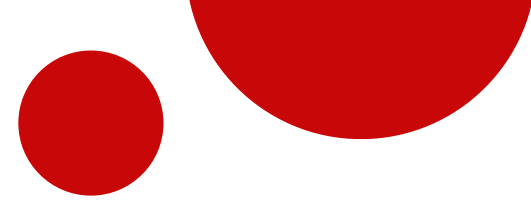


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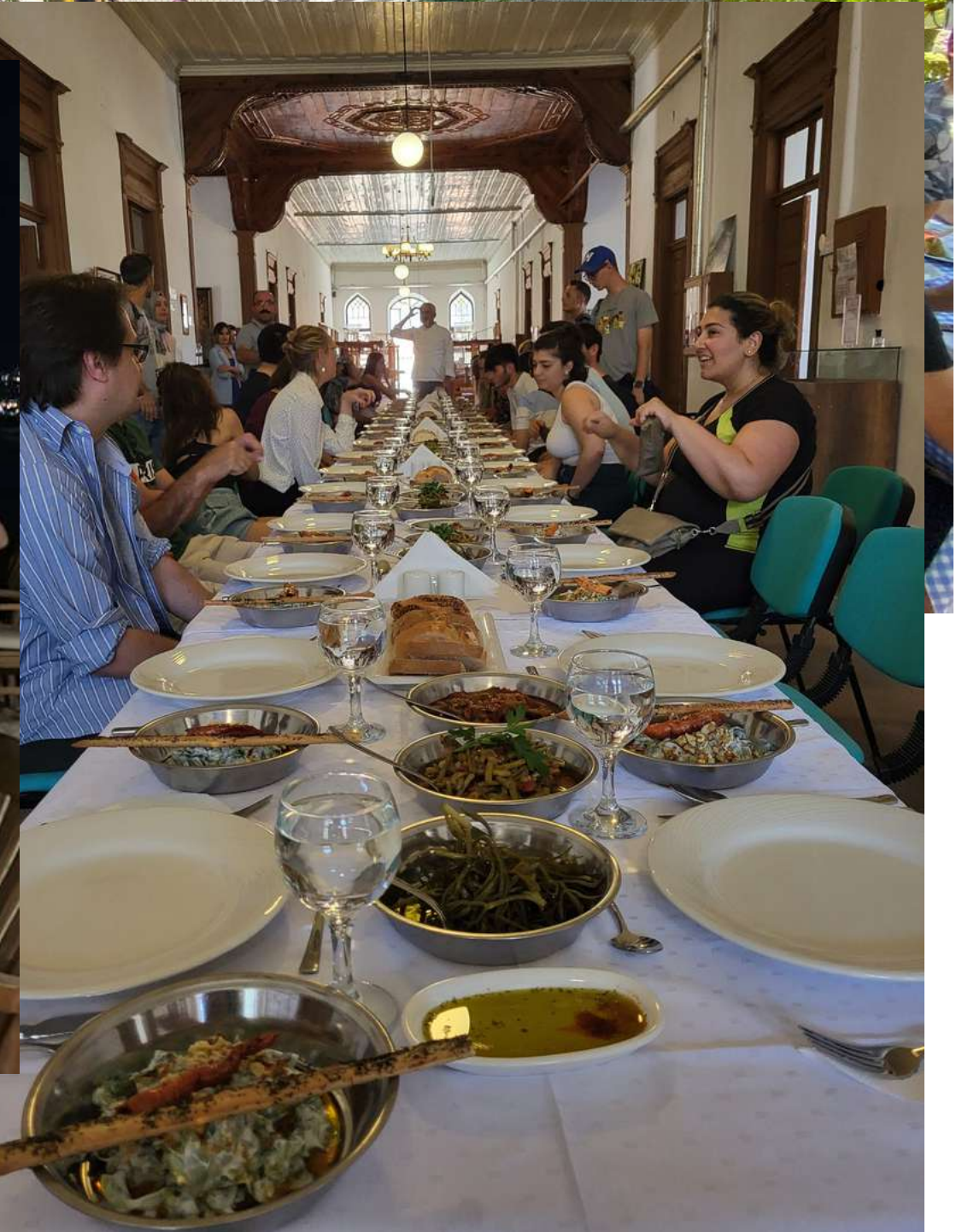
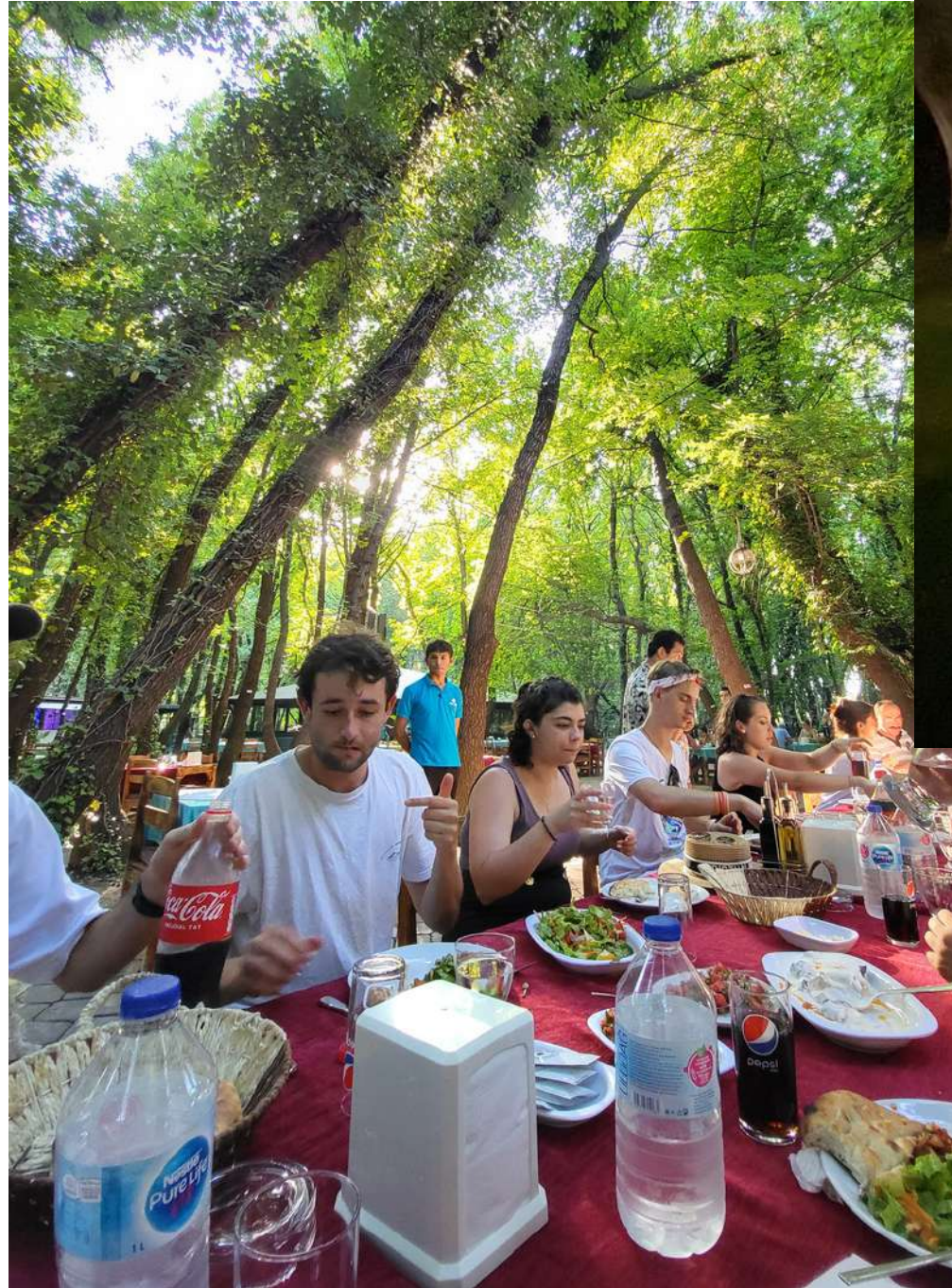


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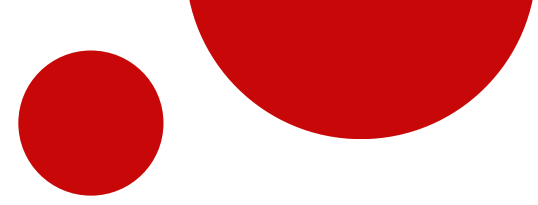


# The Food





# The People





# The People



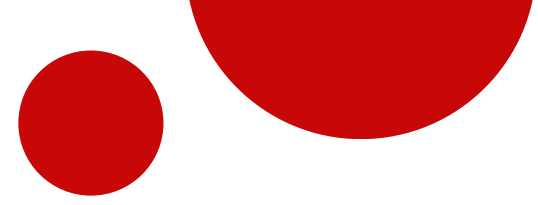


# The People





# The Best Team





# The Best Team





# Become a Member Of Young Crew Greece



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international  
project  
management  
association



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Greece







# Thank You

For Your Attention