

# Project Coaching

# For Individual Competence



IPMA<sup>®</sup>  
Young Crew  
Greece

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GREECE

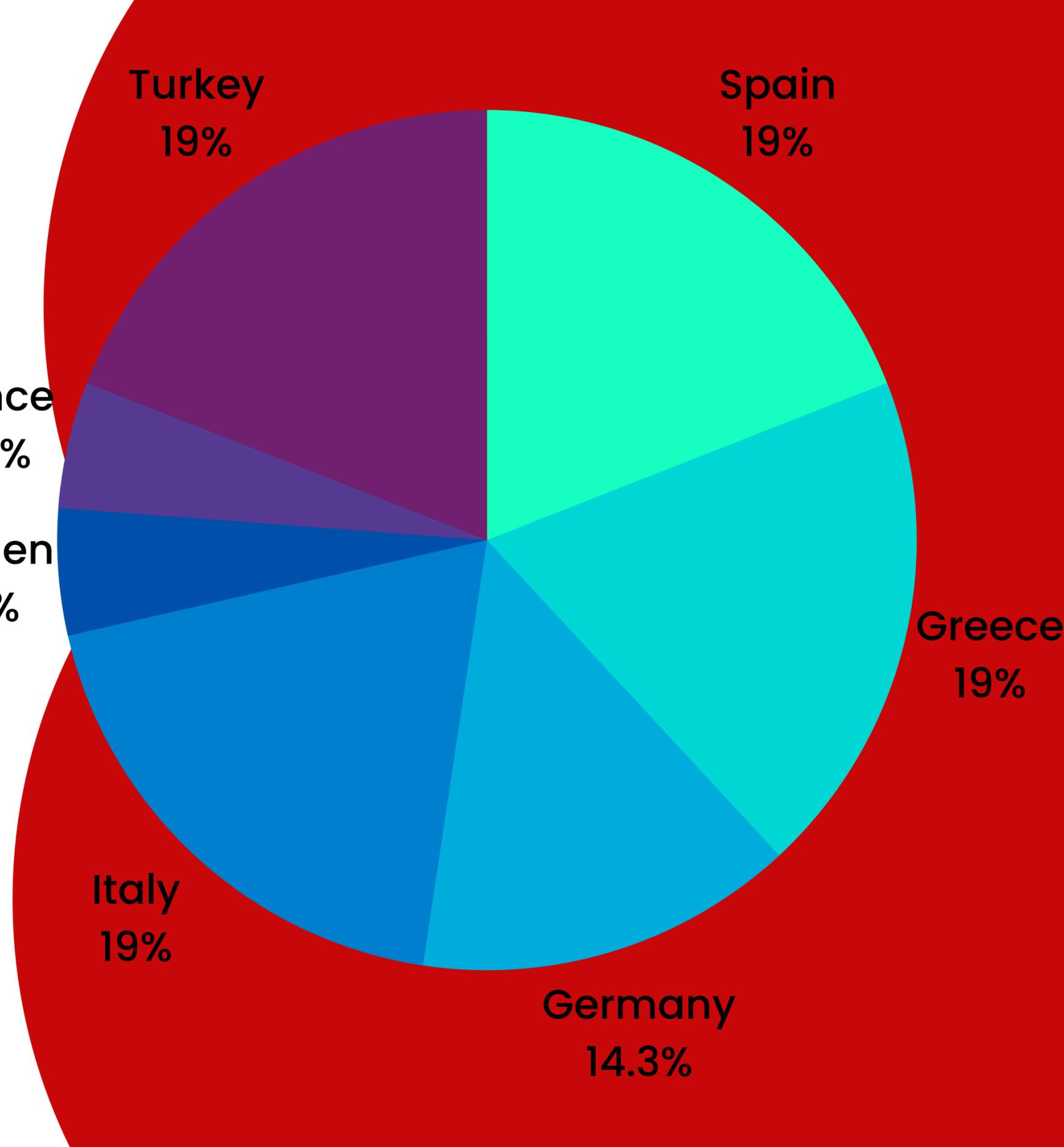
international  
project  
management  
association

# 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%



# Meet Our Best Team



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Associate at Dialectica- Strategy Consulting, BSc Industrial Management and Technology, University Of Piraeus



**Fatsea Antonia**

Business Development & Operations Manager at VALUE, MSc Student at Applied Risk Management of UOA and Member of Young Crew Greece



**Sofia Gkaraklova**

Project Controls Specialist, Research Associate & Civil Engineer, AUTH MSc Entrepreneurship & Innovation Management, KTH Royal Institute of Technology



**Konstantinos Ballas**

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

 Daily self reflection

 Understand behaviors , preferences values

 Mapping your learning

 Self management

 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



## Training

- 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

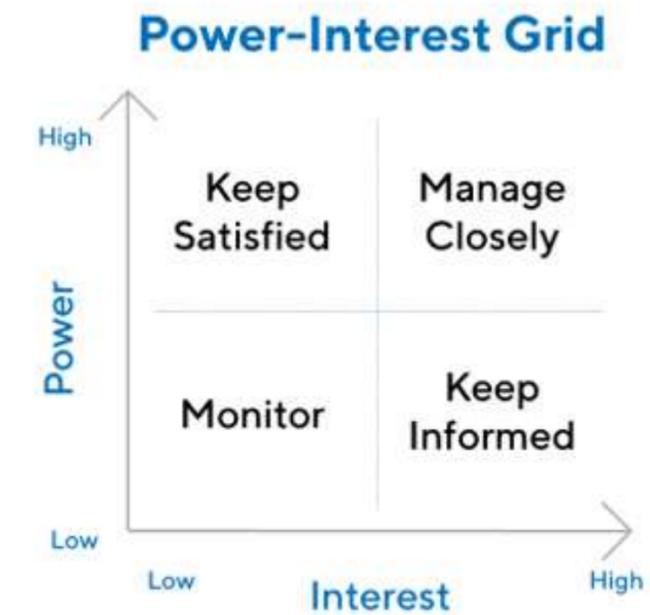


INTEREST  
RATES



#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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CITY HALL & FOLKLORE MUSEUM



# The Culture

## CITY HALL & FOLKLORE MUSEUM



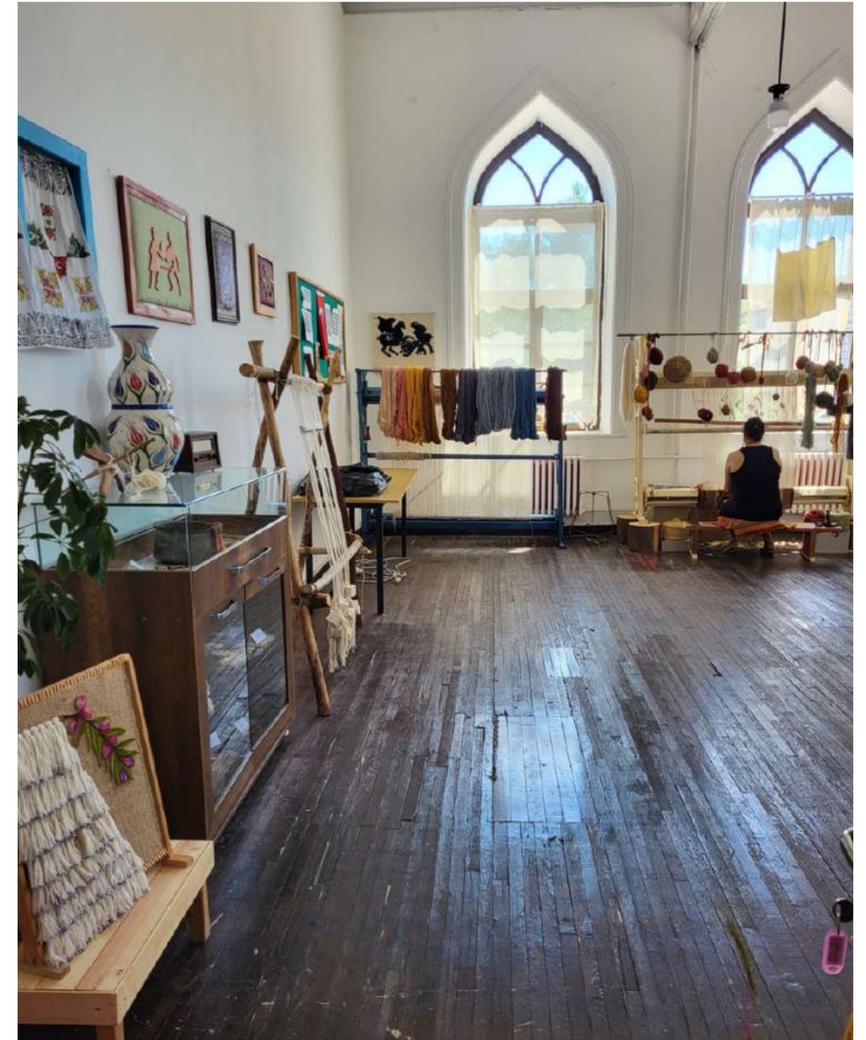
# The Culture

## CITY HALL & FOLKLORE MUSEUM



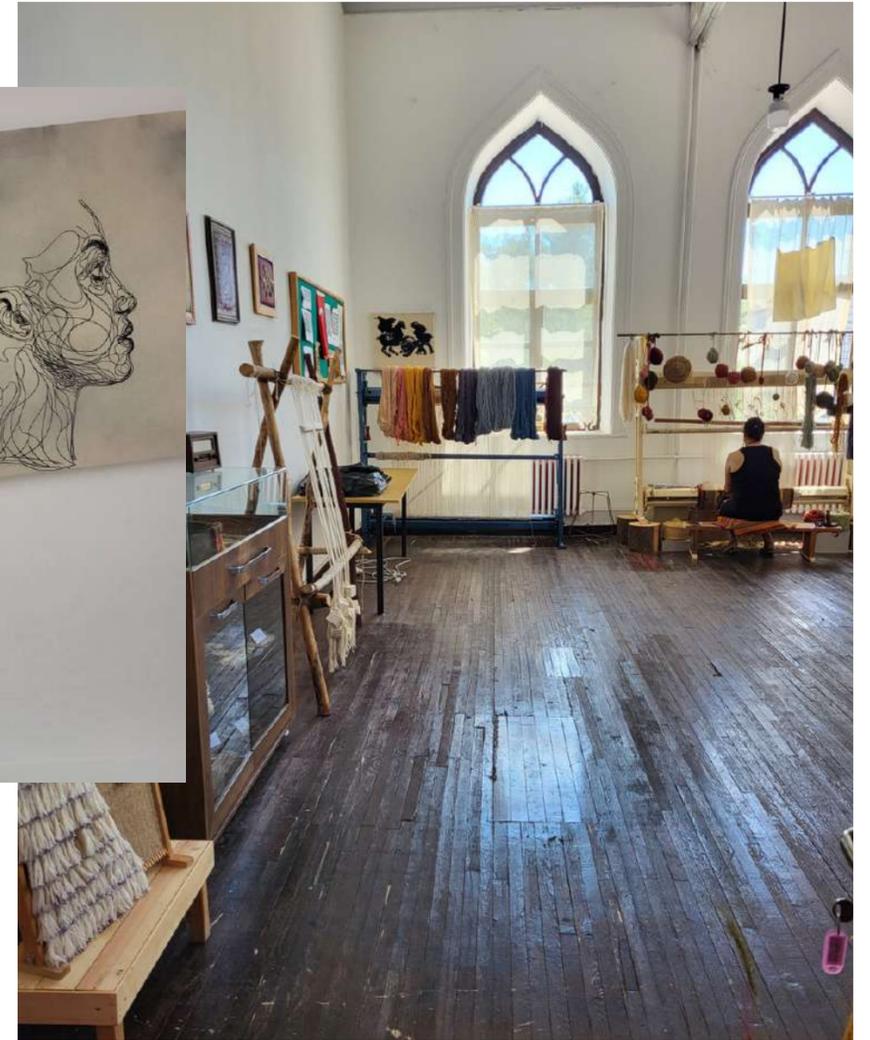
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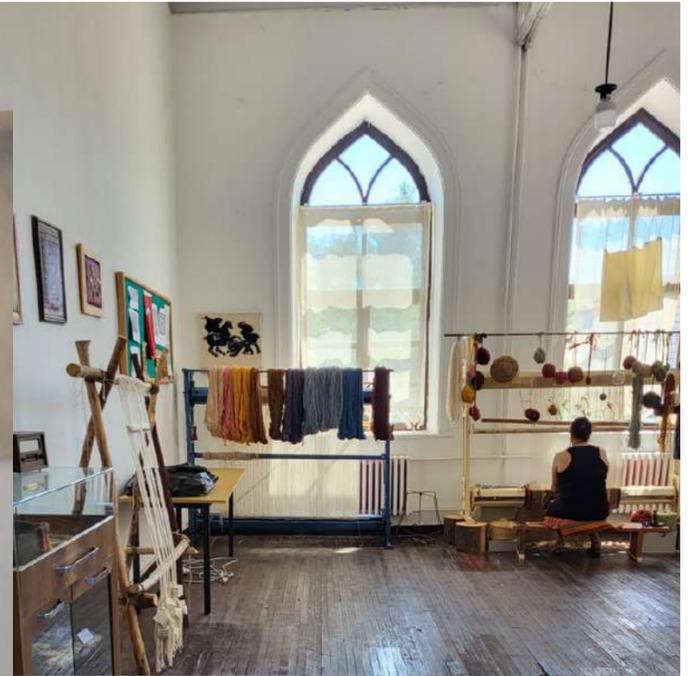
# The Culture

## CITY HALL & FOLKLORE MUSEUM



# The Culture

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# The Culture

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# The Nature



# The Nature



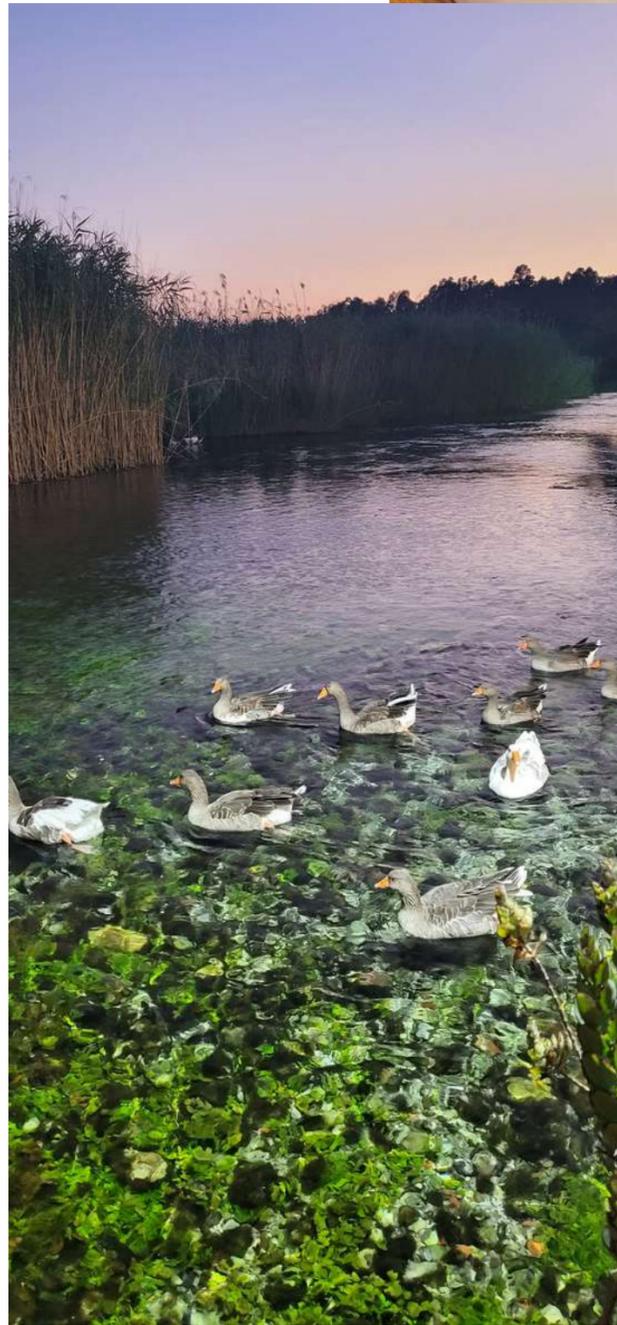
# The Nature



# The Nature



# The Nature



# The Food



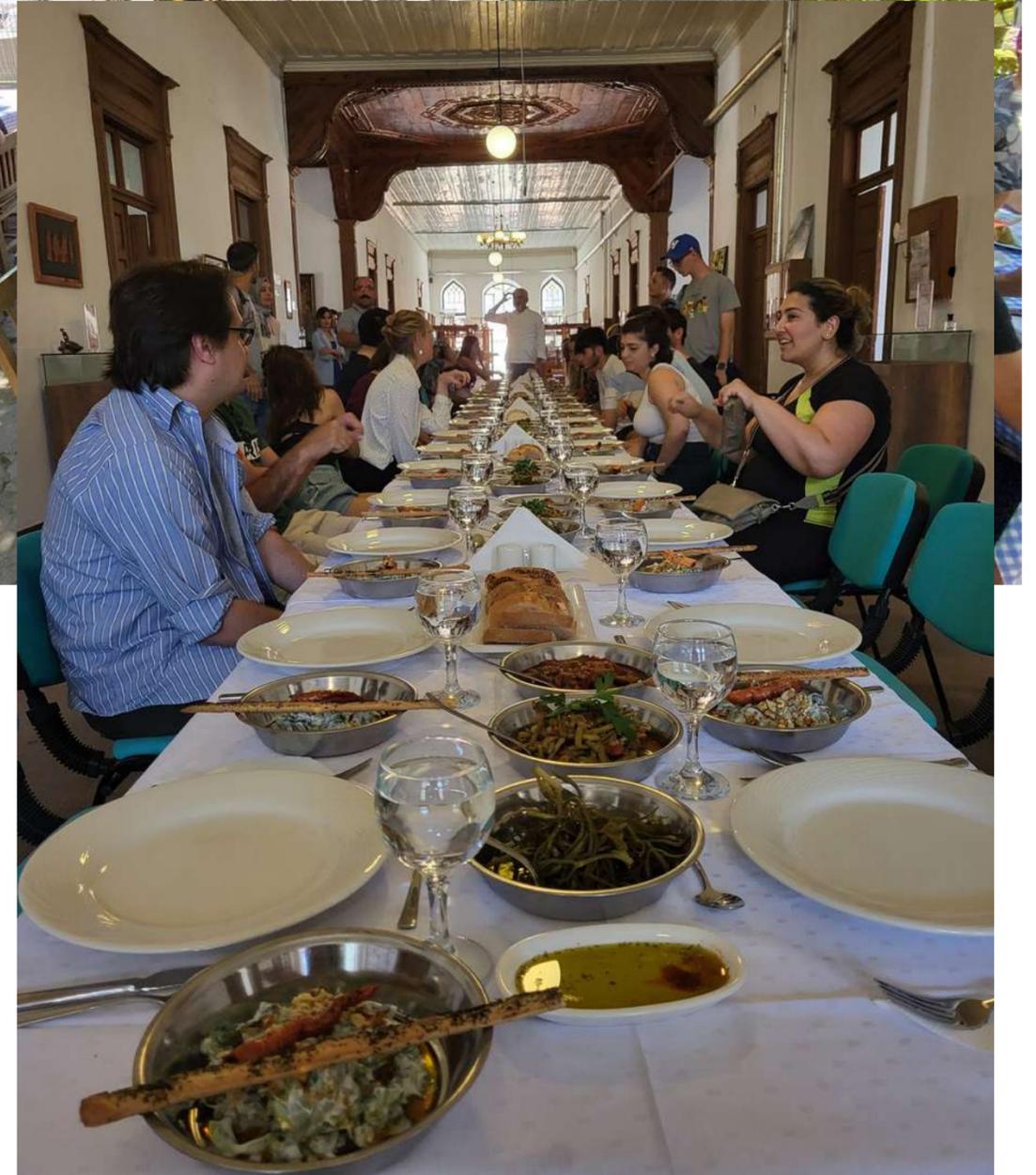
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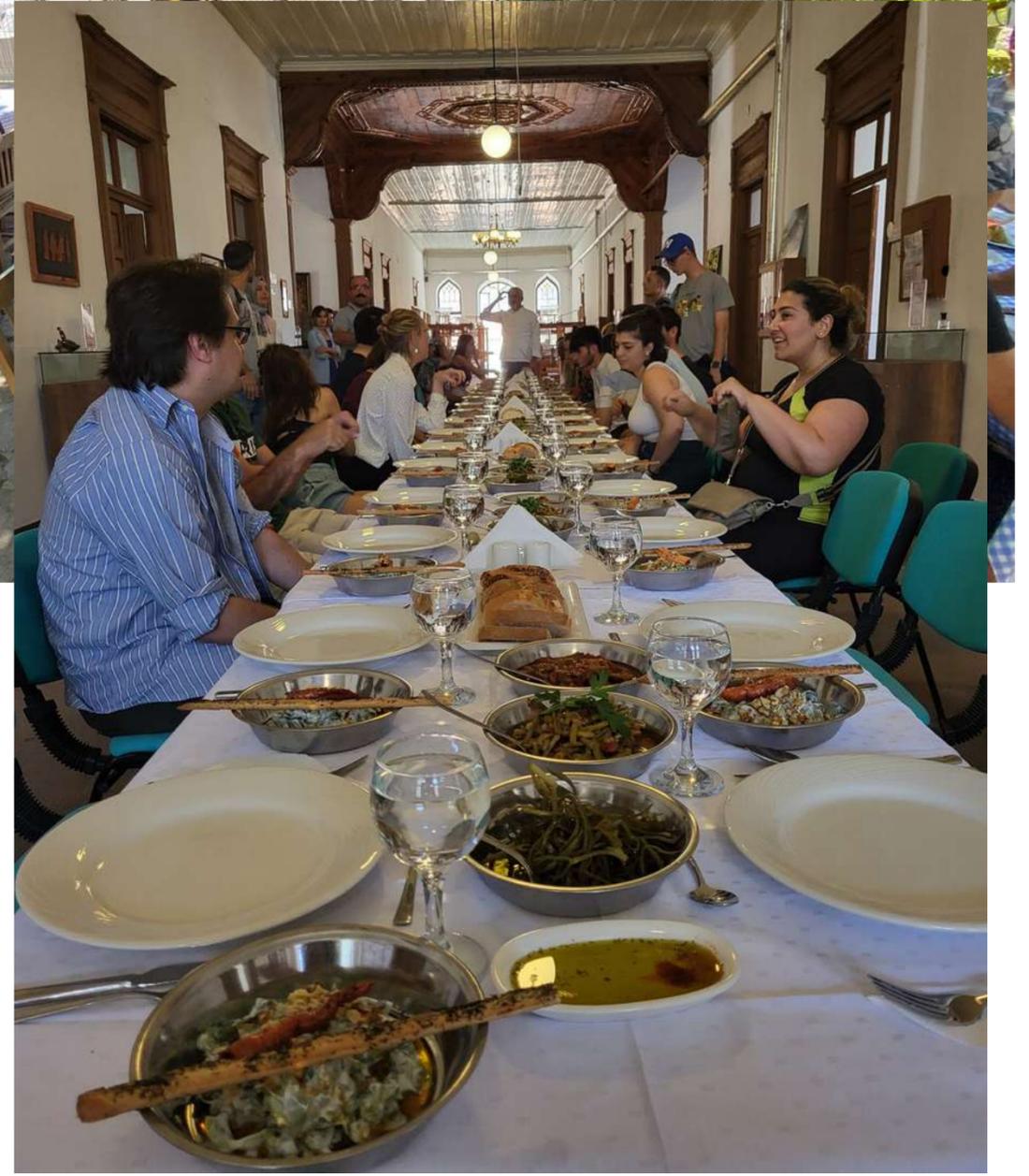
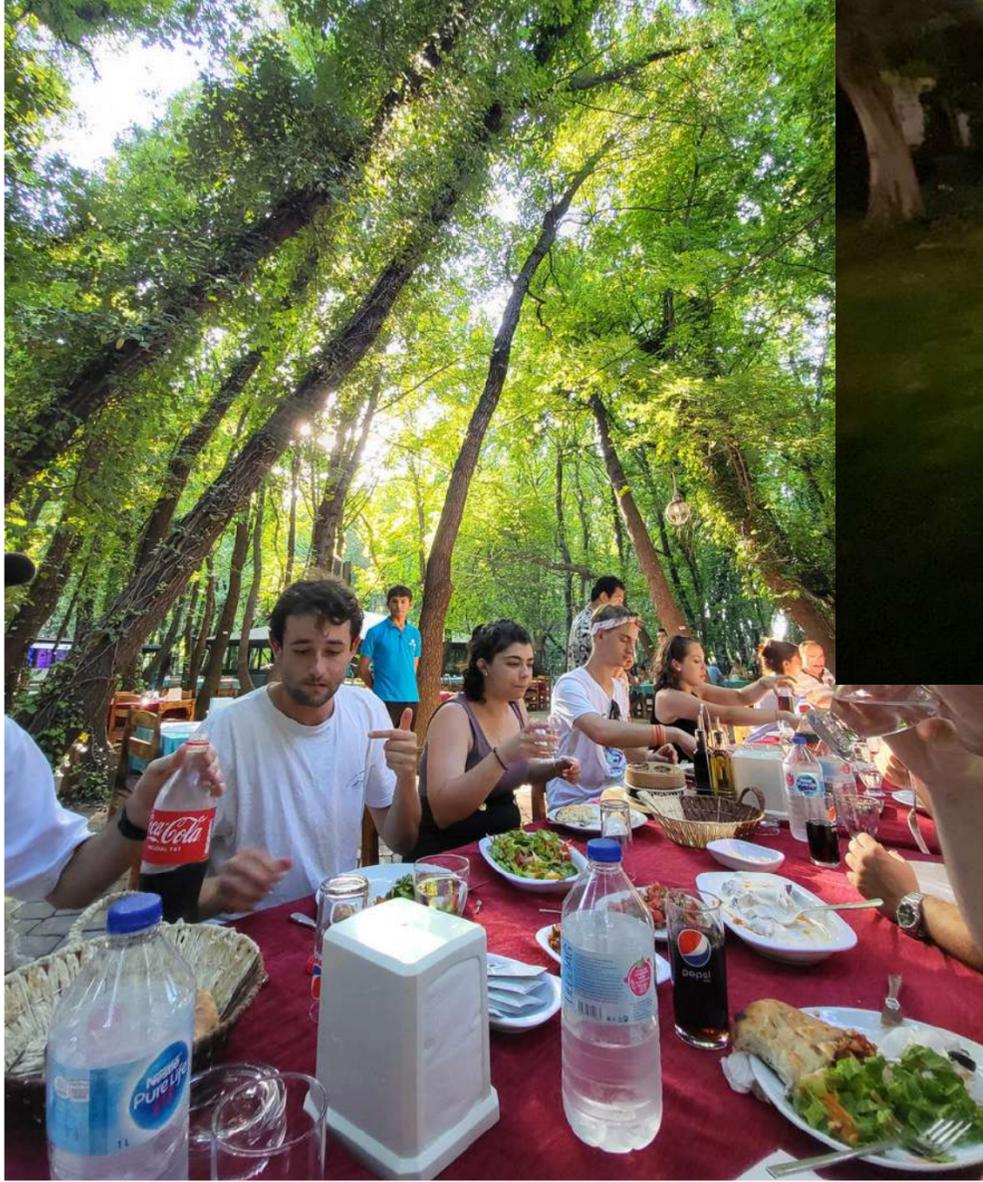
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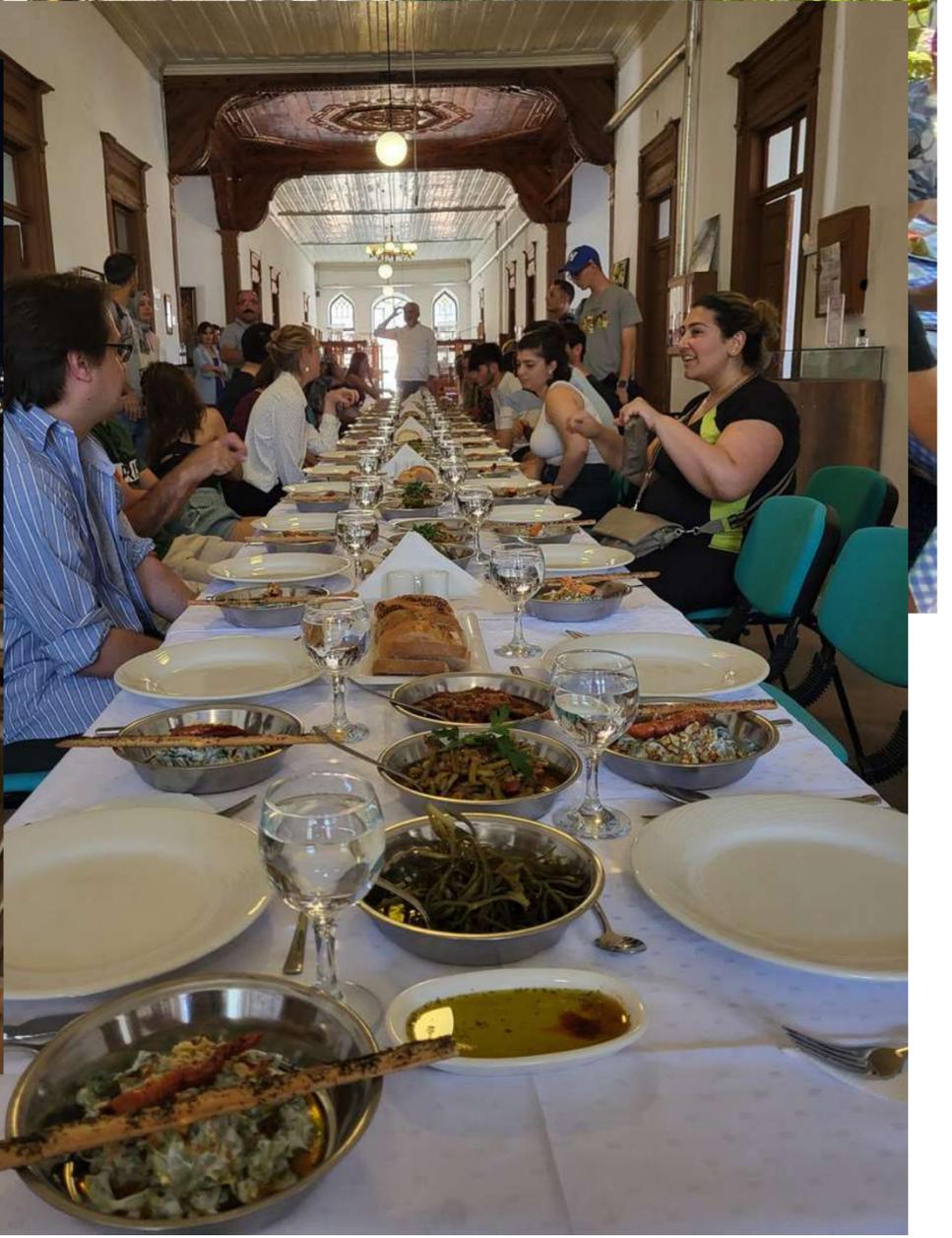
# The Food



# The Food



# The Food



# The People



# The People



# The People



# The Best Team



# The Best Team



# Become a Member Of Young Crew Greece

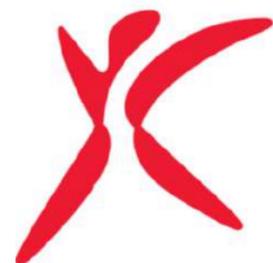
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international  
project  
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association



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# Thank You

For Your Attention