

Project Management ESSENTIALS Design



Delivering **smart** successful projects
to drive your clients' **success**
EFFECTIVELY AND EFFICIENTLY

2025

In Person 2025: Melbourne 27-28 February | Brisbane 20-21 March | Sydney 29-30 May
Online Programs 2025: 8-11 April | 13-16 May | 17-20 June

Who Should Attend?

This workshop provides architects, engineers and other built environment design professionals with the practical tools needed to achieve successful outcomes in all aspects of project management.

We ensure that all participants leave with clear, practical concepts that can be applied immediately.

Why should I attend?

Every interaction between the design firm and the client either builds or erodes trust; it's never neutral.

It doesn't matter whether Project Managers write proposals or don't – they are the face of your firm, every day they work on a project.

Whether they realise it or not, your Project Managers are pivotal in determining whether clients will keep coming back. This is one of the critical core truths participants will learn.

PSMJ Resources - International excellence

A global leader with over 40 years experience, PSMJ Resources is dedicated to improving professional practice throughout the international architectural and engineering industries.

With a global team of 80 professionals that have successfully run their own design and construction businesses, PSMJ passes on this invaluable experience to industry professionals of all levels.

Learning outcomes

At the end of this workshop participants will be able to:

- Implement practice resources and apply ethical employment practice methods and QM systems to facilitate efficient, consistent and timely delivery of design services.
- Apply principles of project planning, considering implications for Country, environmental sustainability, communities, stakeholders and project costs.
- Be able to apply appropriate processes for reporting and varying the scope of services provided.
- Apply and follow processes for clear and consistent communication with clients and relevant stakeholders throughout the project, including obtaining approvals.
- Be able to apply risk management and mitigation strategies: safety in design, project risk, resilience from the impacts of climate change and appropriate insurances.
- Be able to apply project budgets, or work with a QS to establish project budgets, based on cost planning, value management and factors influencing project cost relevant to the project.

- Identify and manage risks arising from real or perceived conflict of interests.
- Be able to work within budget and time constraints while maintaining the defined project design intent, including value management processes.
- Maintain effective and clear communication in the coordination of relevant consultants, manufacturers and suppliers as required under the terms of engagement.

Can't come to us? We will come to you

We conduct on-site programs for many larger firms, such as *Douglas Partners, Stantec, Harrison Grierson, ACOR Consultants, DesignInc, Fyfe, Spiire, Calibre Group, BVN, Group GSA & Landrum & Brown.*

Another option: Some of our most effective consulting comes from tailored, professional coaching in our Executive Advisor Program, where we help you solve specific management issues on-site.

We demonstrate specific marketing, presentation and negotiating strategies that you can immediately apply to improve your firm's profitability.

Contact Bill Parker on 0456 600 026 (International +61 456 600 026), or wparker@psmj.com for more information.

Program Structure

Classroom or Online Delivery

For Online Delivery, day of the week is shown in brackets, e.g. [T]

Day 1



ACTION PLAN [T]

- What is the No. 1 Project Management Problem?
- Learning Objectives
- Create your own Workshop Implementation Plan

WHAT IS A PROJECT MANAGER? [T]

- Traits of the best project managers
- Building strong PM – Principal partnerships
- The PM as “Seller-Manager-Doer”
- How much of the fee does Project Management require?

HOW DO I MANAGE CLIENT RELATIONSHIPS? [T]

- CRM: Client Relationship Management 10 Step Cycle
- Value-priced PMPs and proposals
- Powerful techniques for client interaction
- Better client communication in less time
- Managing the Client's "deliverables"

CAN PMs DEVELOP NEW BUSINESS? [T]

- Avoiding the "race to the bottom"
- Things to know before submitting a proposal
- Marketing vs. Sales vs. Business Development
- IFBP: Foolproof Sales Strategy
- Dealing with "Low-balling" – workshop
- The Go-NoGo Decision

HOW DO I PLAN PROJECTS? [T]

- When should you start to plan?
- Elements of a Project Management Plan
- Critical Success Factors vs. SMART objectives
- Work Breakdown Structures

HOW DO I PLAN PROJECTS? [W]

- Scheduling techniques
- Four budgeting methods
- "Lowest credible scope" strategy
- Ways to increase profits and improving cash flow

MANAGING DELIVERY [W]

- PM's Delivery Responsibilities
- Continual Monitoring
- Research on fee reduction
- Wrapping up the Project

PARTICIPANT FEEDBACK

"Very well delivered remotely, was targeted to our organisation requirements."

Risto Durcinowski, Engineer – Senior Mechanical, ACOR Consultants, Canberra, ACT

"Excellent course, very engaging and interactive."

Marc Addison, Hydrogeologist KCB Australia, Brisbane

"Very good. This has taught me essential skills I have been desperate to learn for a long time!"

Henry Scaife, Associate Director Rhodes & Associates, Queenstown New Zealand

"I needed this as I am relatively new to the role. Most ideas were new and great to get an understanding of the full scope of a Project Manager!"

Jarrah Raabe, Project Manager Beveridge Williams, Melbourne, Australia

"Exceeded my expectations. Amazing facilitator and very educational course."

Azin Emampour, Project Manager & Landscape Architect, Spiire, Melbourne, VIC

"The course got us thinking and talking about work experiences and how we could have used the skills learnt. Many takeaways will be valuable in the future."

Stephen Jeffery, Associate, SBA Architects, Sydney, NSW

PSMJ

T: 03 9686 3846 | E: ebrown@psmj.com
W: www.psmj.com.au

Program Structure

Classroom or Online Delivery

For Online Delivery, day of the week is shown in brackets, e.g. [F]

Day 2

HOW DO I LEAD THE PROJECT TEAM? [W]

- Leadership assessment
- PM & Personality traits
- The assistant PM
- Preventing resignations & "Stay" Interviews
- Evaluation of Project Managers

HOW DO I MANAGE QUALITY & RISK? [Th]

- Quality expectation alignment
- Quality control planning
- Design errors & "Getting it Right"
- Risk management strategies & planning
- Prioritising project risk
- Warning signs of liability claims
- Claims starters and claims preventers

HOW DO I MANAGE SCOPE & CHANGE? [Th]

- More on Scope Creep
- Measuring rework
- Evaluating & documenting change

PERSONAL PRODUCTIVITY [Th]

- Better meetings
- Telephone vs. email
- Effective delegation techniques
- Mastering productivity

CONTROLLING BUDGET & SCHEDULE [Th]

- Determining project budget & schedule status
- Earned Value Analysis & Workshop
- Expenditure forecasts
- Improving profitability

COMMUNICATION & NEGOTIATION [F]

- Presentations: Firm-centric vs. Client-centric
- Negotiation skills
- Negotiation types & outcomes
- Win-win negotiating

MANAGING MULTIPLE PROJECTS [F]

- Effective management of multiple projects
- Multiple projects for the same client
- Lead discipline responsibilities
- Alternative project delivery models

GETTING OUT OF TROUBLE [F]

- Project recovery workshop
- 8 steps to managing a crisis
- Over budget / behind schedule

IMPLEMENTING THIS SEMINAR [F]

- Prioritising change

PARTICIPANT FEEDBACK

"This course provided extremely good instructions, methods, on how to communicate and project manage better."

*Daniel Foreman, Architect
Webber Architects, Sydney, Australia*

"Learned a lot. Instilled confidence to become a better PM."

*Josephine Hansen, Landscape Architect.
Tract Consultants, Brisbane, Australia*

"Very informative and thought-provoking. Provided me with an array of tools and tricks to deliver projects better for clients and Stantec"

*Kris Taylor, Senior Engineer,
Stantec, Sydney, NSW*

Thank you for a robust course that challenged and supported me in all the right ways."

*Lisa Jack, Landscape Architect,
Harrison Grierson, Auckland, New Zealand*

"Very engaging, content targeted and appropriate. All bases covered, Interactivity was great."

*Nathan Godina, Geotechnical Engineer,
Douglas Partners, Sydney, NSW*

"It was great to go through this with our team, so that we can all be involved in change and development. This was an invaluable 2 days."

*Benjamin Johnston, Director,
MHDP Architects, North Sydney, NSW*



Coaches

PSMJ Resources Workshops are facilitated by design professionals with proven track records of success both in Australia and across the globe.

Bill Parker, B. Building (Melbourne Univ.)

Bill is a Senior PSMJ Consultant, Principal of PCSI, Non-Exec Director of PCL Contractors Pacific Rim and Principal Consultant at WYEEES; with 40 years global experience across Project Management and Construction.

Once called "a professor of tall buildings", Bill project-managed 2 of the world's top 5 tallest residential buildings; Dubai's Princess Tower and Melbourne's Eureka Tower. Bill is at the forefront of construction techniques.

Invited by "IStructE," Bill presented his unique insights into "Constructability – Engineering for Construction", in London, Dubai, Abu Dhabi and Astana. His goal has been to train his project teams to replace him, empowering PM staff to develop their own strategies, and to publicly credit their achievements.

Charles Nelson, LFRAIA, AIA, AECPM

Charles has a BA in Architecture and Psychology (Minnesota), and studied Land Use Law & Legislation and Law of Construction Contracts at Harvard University.

He has been involved with the architecture/engineering design and construction industry for more than 50 years, including a decade as the owner/manager of a Boston-based design/build firm.

Charles has provided Project, Design, Quality, and Risk Management training since 1989, and more than 250 workshops across three continents, including workshops at ten AIA National Conventions.

Harry Nicholas, B.Arch OPIE, Principal, Hayball

Harry believes in surrounding himself with talented people and immersing himself in the energy that collaborative creativity generates. His target is to meet clients' expectations and regularly exceed them.

During his 18 years in the construction industry, Harry has project-managed built work for contractors and led large teams in architectural design, documentation and administration of government projects.

Harry has worked on both sides of the contract, with extensive involvement in the education sector. He believes that fostering strong relationships and managing professional expectations is critical to healthy practice.

Harry provides leadership across strategic resourcing, facilitating a mentoring strategy to support and promote excellence in project management and delivery.

Digital Toolbox

The Digital Toolbox contains essential information on how to improve every aspect of your project management, to help you share what you've learned with the rest of your team.

Available only from PSMJ Resources, and offered only to participants, The Project Management Digital Toolbox includes all the tools covered in the Program.

The Digital Toolbox includes a wide range of tools, including:

- Small project planning and tracking tool
- Project budgeting worksheets
- Communication plan
- Change management plan
- Risk management plan
- Proactive client communications tools
- Client responsibility matrix
- PlanTrax® — an easy-to-use Excel template for managing projects



PSMJ guarantees that you will be 100% satisfied or we will refund your money

Multiple Registrant Bonus

When you sign up more than one person from your firm, you save, for each extra person:

- \$460 on the Super Early Bird rate
- \$575 on the Early Bird rate
- \$690 on the Standard rate

You will multiply the number of motivated and trained individuals to start working on implementing powerful changes in the way your systems operate.

We know from experience that the more people in your firm that understand these strategies, the faster the benefits are realised and the more permanent they will be.

Project Management ESSENTIALS Design

EARLY BIRD SPECIAL
 Register and pay 60 or 30 days prior to the program date and receive \$460 or \$230 off registration!

T: +61 3 9686 3846
 E: ebowron@psmj.com
 W: psmj.com.au

M: PSMJ Resources Asia Pacific
 Unit 603, 19 Queens Road
 Melbourne, VIC 3004

Select your City & Date

- MELBOURNE** – 27 & 28 February 2025
 CBD Location TBA
- BRISBANE** – 20 & 21 March 2025
 CBD Location TBA
- SYDNEY** – 29 & 30 May 2025
 CBD Location TBA

Classroom Delivery

Day One: 8:30am - 5:00pm
 Day Two: 8:00am - 4:30pm

Online Delivery

Tuesday to Friday
 4 Hours daily, start time TBA

Registration Includes

Complete coaching, workbook, Digital ToolBox, reference materials. Classroom delivery only include lunch and coffee breaks.

The Project Management Essentials Program delivered by PSMJ offers 14 CPD points, for design professionals.

Attend from Anywhere

- 8 - 11 April 2025 inclusive
- 13 - 16 May 2025 inclusive
- 17 - 20 June 2025 inclusive

Register: Enter the number of participants in each category and enter the appropriate fee in the relevant column.	No.	Super Early Bird	Early Bird	Standard
First person	1	\$2050	\$2280	\$2510
Additional Registrants		\$1590	\$1705	\$1820
No. of extra registrants				
Subtotal for extra registrants		\$	\$	\$
Subtotals for all registrants		\$	\$	\$
Add GST 10% (Australian residents only)		\$	\$	\$
TOTAL PAYMENT DUE		\$	\$	\$

Conditions and Cancellations

- Super Early Bird: Must be booked and paid 60 days before training date.
- Early Bird: must be booked and paid 30 days before training date.
- All fees are in Australian dollars. GST is not charged for programs delivered outside Australia.
- You may substitute attendees at anytime.
- Cancellations received in writing at least 30 business days prior to the program receive full refunds.
- Cancellations received in writing at least 11 business days prior to the program receive a credit letter, good for twelve months, towards any PSMJ program or product.
- Cancellations made 10 or fewer business days prior to the program and/or no-shows are not eligible for refunds or credits.

REGISTRATION APPLICATION

* Required information

Submit one for each registrant. Scan your registration/s & email to Elina (ebowron@psmj.com) & Bill (wparker@psmj.com), or call us on 03 9686 3846. You can also register online at <https://www.psmj.com.au/courses/project-management-essentials-design/>.

Attendee Name *		Position	
Firm Name *	Firm Type	Firm Size	Office Size
Address *			
City *	State *	Postcode *	
Attendee Mobile Phone *	Email *		
Firm Contact Name	Firm Contact Email		
Your Payment Options:			
EFT - BSB: 033305	Account No.: 650603	A/C Name: PSMJ Resources Asia Pacific	Reference Invoice No.
OR Charge my: <input type="checkbox"/> MasterCard <input type="checkbox"/> VISA <input type="checkbox"/> AMEX			
Credit Card #	Exp. Date	CVV Security Code	
Name	Signature		