

SIMMA & PARTNER CONSULTING

STRUCTURED PROBLEM ANALYSIS AND COMMUNICATION

Keywords for the seminars

Work on the right topics and problems

Structure complexity and make it
manageable

Communicate better and faster

Analyze and develop in a team

Learn by your own practice and experience

Driving Change is our Business

KNOW HOW

Experience in project work shows that problems are often only "described" and that the communication is according to that not really precise. Even questions like "How do you recognize or measure whether the solution to the problem meets your expectations" usually leads to a lively, occasionally controversial discussion about the problem and the context of a problem solution:

- Sometimes the actual problem is not really clear to the client himself and he expects the necessary clarification from consultants, experts or his executives.
- In other cases, completely different perceptions of the problem and consequently visions for solutions bump into each other.

Under such conditions, the risk of working on the "wrong problem" may be high. Apart from spending time and money, nothing has been reached, provoking frustration and dissatisfaction.

Thinking and communicating in a structured framework

Successful solution of unsolved problems and tasks requires different skills such as creativity, professional competence, knowledge of the structural and operational setting and - last but not least - the willingness to part with traditional models and ideas.

These are undoubtedly very important prerequisites, but not yet guarantees for success. What is usually the decisive factor for successful changes is a **clear, structured understanding of the elements, levers and interlinks / connections as well as the ability to communicate clearly and comprehensibly about questions, insights and solutions.**

Can You learn this?

Yes, You can.

Structured thinking and communication is the toolbox for consultants, experts and executives.

You only need two "things":

1. specific topics and questions and
2. instructions for structured analysis and planning

In this training, you will apply the methods and techniques based on your own topics and problems. You gain experience and get one or two useful, real analysis plans or communication basics.

*"Tell me and I've heard it.
Show it to me and I'll understand it.
Let me try it and I'll know how to do it."*

Confucius

STRUCTURED ANALYSIS

The objective of this seminar is to provide the participants with a method and tools with which they can tackle problems and complex topics in a structured way and put them together in editable packages or subprojects.

The following topics are practiced

Participants apply the method and tools based on their own topics and problems.

The seminar is aimed at consultants, executives and project managers. No special basic knowledge is required, some knowledge of project management is helpful. The work in small groups that work together in everyday management and support, complementing each other is particularly effective.

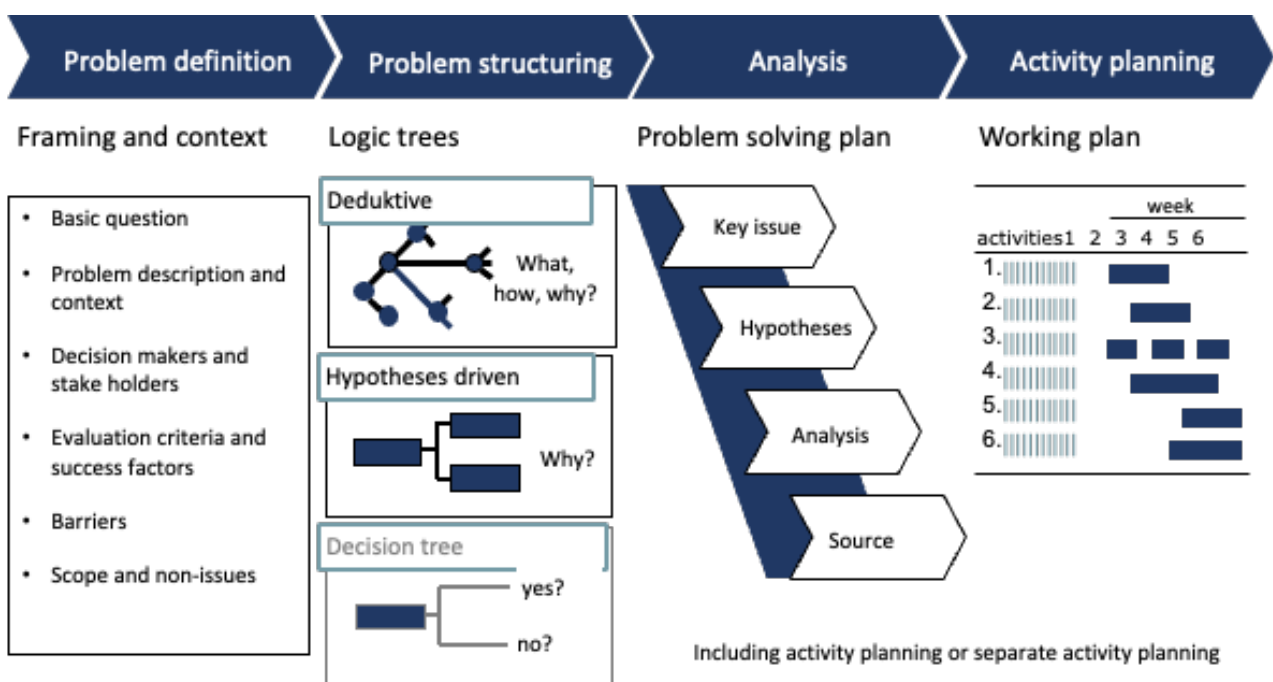
By improving the ability to understand and structure new tasks and problems, participants strengthen their leadership skills. They are empowered to provide orientation to employees and to create a framework in which they can contribute their experiences, perspectives, ideas and solutions.

What the participants take with them

You create the basis for a clear, analytical and solution-oriented approach within the team as well as communication with the clients and other important addressees. A supplemental benefit: one or two structured topics for further processing.

max. number of participants: up to 16

Duration: 2 days



STRUCTURED COMMUNICATION

Good project work and a high level of solution competence are often diminished or even nullified by weak communication.

In order to ensure that the recipients receive what the sender or senders mean, clear, easy-to-understand and unambiguous communication is required. When the question arises as to what the sender wants to express or achieve with the message, something has gone wrong in the communication.

Even if there is no absolute certainty in interpersonal communication for a perfect correspondence between sender and receiver, this goal can be approached by applying a few rules: logical and easily comprehensible

Participants can expect the following training content:

What the participants take with them

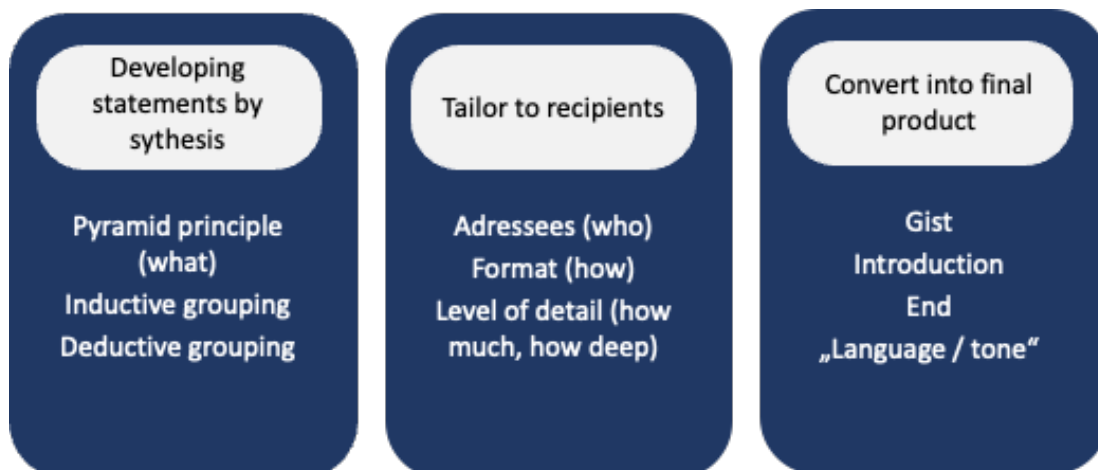
Participants practice clear, easy-to-understand and targeted communication based on their own topics, communication goals and content.

In this way, they strengthen their leadership skills, effectiveness and efficiency:

1. Structured communication saves time and reduces misunderstandings and unproductive discussions.
2. It contributes significantly to a good, productive working atmosphere and is a key success factor in relationships with customers, partners and authorities.
3. The participants work out a "red thread" for their communication. They experience personal recognition and appreciation for their clear words and meaningful images.

Max. number of participants: up to 16

Duration: 2 days



Driving Change is our Business

SIMMA & PARTNER CONSULTING

© SIMMA & PARTNER CONSULTING GMBH

Weierstraße 10a / 5, A - 6900 Bregenz | Tel. +676 3300533

elmar.simma@simma-consulting.com | www.simma-consulting.com