

Course Title

Applying Project Management Techniques to Proposal Management (PPM-001)

Description

Are your proposals a struggle to keep on track? Is your proposal schedule a list of activities rather than a management tool to control bid development? This course teaches proposal management professionals how to apply project management techniques to more effectively manage bids, and produce results.

Training Benefits

- Teaches proposal professionals proven management techniques within the business development context for ease in translating how to apply them to their existing process
- Techniques are targeted to areas of greatest bid development risk for maximum positive impact
- Proposal management professionals learn how bids relate to project execution for greater understanding of project-side concepts, and more effective communication with project personnel
- Content is aligned to both the Project Management Body of Knowledge (PMBOK®) standards and the Shipley Proposal Guide for standards-based learning
- Course can be used offline or delivered in a classroom or webinar format for ease of use

Course Topics

- Definition of a project and project management
- Comparison of project management and proposal management
- Project management process groups and how they map to the proposal process
- Six project management techniques that make managing proposals easier and more effective
- Case studies on common proposal management challenges

Audience

Proposal managers and other proposal-related professionals, such as Capture Managers and Proposal Coordinators, who are familiar with proposal management.

Training Duration

This course can be used for independent learning or implemented in a three-hour class.

Related Training Courses

Proposal Management for Project Managers (PM-001) (from the training series *Knowledge Exchange Across the Contract Award Divide*).

Training Course Delivery

For information and pricing on training course delivery (remote or classroom-based), contact Denise Taranov at Denise.Taranov@decamanagement.com.