



Understanding Key Project Management Roles

Business, Project, Bid Management, Finance...

Benefits of this training

- Support employees in adopting and mastering their new roles and responsibilities.
- Accelerate the deployment and integration of new organizational roles.
- Strengthen collective competencies across projects and teams.
- Facilitate resource management and resource sharing across multiple projects.

Learning objectives

- Explain and communicate the purpose, responsibilities, and expectations associated with the new roles.
- Put the new roles into practice through realistic project situations.
- Clarify role interfaces, interactions, and positioning within the organization.
- Introduce and communicate the project management, bid management, and organizational tools associated with these roles.
- Reinforce and refresh Project Management best practices, including: WBS, Scheduling, Cost Management, Risk Management (for project-related roles)

Teaching approaches

The training combines theoretical sessions (approximately 20%) with practical application workshops (approximately 80%) conducted in teams of 4 to 6 participants based on a complex-project case study.

At each stage, participants practice proven methods and best practices. The learning approach is intensive, highly interactive, and designed to stimulate collective intelligence and collaboration. The training relies on large-format A0 visual boards and follows a "zero-slide" facilitation approach, encouraging participation, discussion, and co-creation.

Target audience

The roles covered can be tailored to the specific needs of the organization, including Business and Functional Roles, Project Management Roles, Bid and Proposal Management Roles, Finance Roles...

In-house training

Duration: 1 to 2 Days

Presential only
Customization possible

Language: English or French

Prerequisites: none

Recommendations:
none

Access timeframe: 2 weeks

Implementation timelines:
Based on the analysis of the client's needs

Evaluation:
Self-assessment of prior knowledge at the start of the training program
Self-Assessment form upon completion of Training

Methods used for the workshop:
In full-group and sub-groups, role-playing based on a central case study

5 to 12 participants

Accessibility for disabled people:
Yes, please contact us to discuss options

Prices: Please, contact us



SETEC IPMC

Central Seine Building
42/52 Quai de la Rapée
75012 PARIS
Tel. +33 1 82 51 43 00
formation@ipmc.setec.fr

Program

The simulation is tailored to the organization's reference framework, including role descriptions, decision-making principles, and ways of working for bid management, project management, and engineering activities.

Fundamentals of Engineering and Project/Bid Management

- Bid and project governance
- Core processes and ways of working

Discovering the New Roles

- Overview of the new roles
- Associated responsibilities and accountabilities

Deepening Understanding of Your Role and Its Interfaces

- Cross-functional exploration of roles and responsibilities
- Role mapping workshop (Role Landscape)
- Role presentation and communication exercises (Role Pitch)

Tools, Methods, and Role Implementation

Practical Role-Playing Exercises

- Two realistic simulation exercises designed to reinforce role ownership and understanding
- Identifying and addressing key questions and challenges

Final Roundtable and Management Debrief Preparation



SETEC IPMC

Central Seine Building
42/52 Quai de la Rapée

75012 PARIS

Tel. +33 1 82 51 43 00

formation@ipmc.setec.fr

Key Figures

More than **20,000 participants** worldwide over nearly **20 years**.

For **90%** of participants (*), the pedagogical progression of our training programs is tailored to their needs.

97% of participants (*) agree that our trainers are able to effectively convey their knowledge and expertise thanks to their professional backgrounds.

Our training programs meet the objectives (**) of **93%** of participants (*)

(*) Period from January 2025 – December 2025

(**) usefulness of the content for professional development and overall satisfaction of the training