

SPONSORING LEADERS.

We often take for granted the need to engage the managers of those people affected by change. Ignore at your peril.

LEADING SPONSORS.

Projects often need to work with key sponsors to ensure that they own and drive the project within the business.

Business implementation management support.

Innovative approaches to engaging sponsors.

Extensive experience supporting middle managers.

Ask any consulting company about programme sponsorship and governance and they will probably show you a complicated template for assessing and managing sponsors. Ask the client 6 months later about it, and they probably will tell you that it was too complicated and that they had regrets about how they worked with sponsors.

Our approach is simple – work out who the sponsors are, listen to them and find out what they expect, and monitor it regularly.

One major Energy company asked us to help them manage sponsors on a global technology programme. We developed visual route-planners and informal meeting structures to ensure that sponsors were involved, but not confused by the complexities of the project.

We have also delivered numerous programmes to help middle managers understand how they can provide support and messages for programmes that impact their departments.