

Introduction:

This 1-day course teaches leadership concepts that are particularly directed at a Senior Business Analyst or Senior Product Manager. This class spends significant time on discussion with the participants about their own example situations where they could apply the concepts. The topics are relevant to working with a team of BAs (including managing them) as well as working with different and difficult stakeholders. We'll discuss principles of leadership, leadership styles, learning styles, influencing stakeholders, and team building. The topics are general leadership topics, but this course applies them in the context of the business analysis and product management.

What You'll Learn:

- Understand how leadership and management are two different mindsets
- Learn how leadership can improve business analysis
- Elaborate on the different leadership styles and their effect on business analysis
- Understand how to motivate BAs to make a more productive work environment
- Utilize delegation to accomplish more at a faster pace
- Interpret and manage different BA personalities
- Understand how to mitigate and irradiate team dysfunction
- Determine what to consider when forming a team
- Learn to overcome fears associated with conversing with stakeholders
- Utilize negotiation and conflict management techniques when dealing with stakeholders
- Understand how to guide the stakeholder conversation

Teaching Topics

BA Leadership Overview
Leadership versus Management
Why Leadership is Important to in Business Analysis
Leadership Styles
Leading BAs
Managing a Team of BAs - What makes People Productive at Work
Delegation to other BAs
Managing BA Personalities
Team Dysfunction
Team Formation
Leading Stakeholders
Naked Consulting to Connect with Stakeholders
Negotiation with Stakeholders
Influencing Stakeholders